

CONNECTICUT
INDUSTRY

AUGUST . 1958

BLUE RIBBON BOXES
BY WARNER BROTHERS

Page 6

SURE LIKE THIS "SPEAKERPHONE" FRED!
I CAN KEEP TALKING WITH YOU WHILE I
TAKE NOTES ON YOUR REPORT.

IT'S A GREAT IDEA, BOB, AND EVEN HANDIER
WITH THAT NEW "PUSH BUTTON" INTERCOM SYSTEM



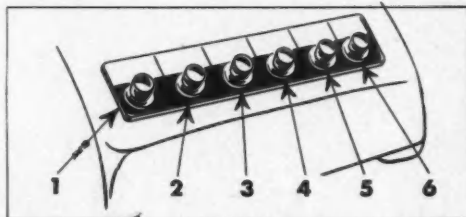
Modern businessmen really appreciate the convenience of a "Speakerphone." This remarkable telephone invention leaves *both* hands free while you're talking. You can easily carry on a phone conversation while you work, take notes or refer to records. It's proved ideal, too, for conferences when several people want to talk or listen on the same call.



How the "hands-free" feature works:

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How the "push button" feature works:

- (1) **HOLDING.** This button holds any outside call. You can then make a second call over another line.
- (2), (3), (4), (5) **OUTSIDE CONNECTIONS.** These connect your phone with outside lines to make or receive calls.
- (6) **LOCAL.** This connects you with any other inside phone.

"We'll be glad to give you all the facts about this economical telephone service for today's business. Just call our business office."

THE SOUTHERN NEW ENGLAND TELEPHONE COMPANY

CONNECTICUT INDUSTRY

AUGUST, 1958

VOLUME 36 NUMBER 8

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THIS MONTH'S cover photo shows Edward Kozlowski, director of package development at Warner Bros. Co.—Box Division, Bridgeport, holding packages he designed which won first place awards in the eighth annual competition of the National Paper Box Manufacturers' Association in Detroit recently.

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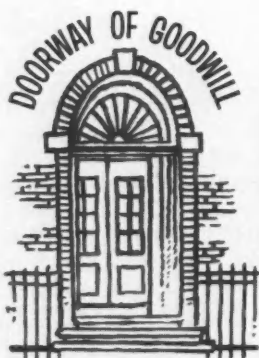
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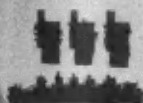
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Straight Talk*

By THOMAS J. ANDERSON, Editor & President
Farm and Ranch Magazine
Nashville, Tennessee

♦ WE DO not believe in God, but that man is God." Ruthless, reckless Walter Reuther has been playing God ever since he made this statement in 1933, while lecturing under the auspices of the Young People's Socialist League. He'd been asked this question: "Do you believe in religion and God or in science as a religion?"

In 1934 Reuther and his brother wrote a now-famous letter to friends in America from their workers' paradise in Gorky, Russia. They had been touring Russia and were working in an automobile plant when they wrote that they were "actually helping to build a society that will forever end the exploitation of man by man . . . What we are building," their letter said, "will be for the benefit and enjoyment of the working class, not only of Russia but the entire world . . . The compensation we receive for our temporary absence from the struggle in the United States . . . Wal and I were always strong for the Soviet Union. You know we were always ready to defend it against the lies of the reactionaries."

"Once a fellow has seen what is possible where workers gain power, he no longer fights for just an ideal, he fights for something which is real, something tangible . . .

"Carry on the fight for a Soviet America."

Signed, Vic & Wal

Blueprint for Creeping Sovietization

Reuther is a third generation Socialist and crusader who wants to remake the world into a planned, collectivist labor Utopia. His record for keeping agreements is about like Russia's. Hoffa, the new President of the 1.4 million Teamsters, unlike Reuther, is a brass-knuckle hoodlum whose dreams are more down-to-earth: money and power are his Gods, not making America over.

Reuther, backed by a \$50 million strike fund, is demanding a share of the profits of all profit-making companies. Under his plan (which he recommends throughout industry) stockholders would get 50 percent and workers 25 percent, with the remaining 25 percent going as rebate to company customers at the end of the year.

Reuther demands 25 percent *before taxes* . . . before reserves for retooling, plant expansion, and before debt retirement. Reuther demands 25 percent of the *profits*—but the union would never pay any of the losses. It's not accurate to say we have a "profit system" in America. We have a profit and loss system. Reuther's blueprint for creeping Sovietization would eventually break the automobile industry, would force the government to take it over and run it, "producing for use and not for profit," in the "public interest." This would lead to what the Marxists call "Industrial Democracy," with government replacing private enterprise. If Reuther had announced that Labor recognizes management's right to manage and has no intention of questioning management's decisions about plowing back profits into research, plants, machinery . . . but was simply putting in a bid for a *share of the profits and a share of the losses* after management had made all those

decisions and after taxes . . . that would be a horse (and a Reuther) of a different color.

Reuther's heads-we-win, tails-you-lose plan, if put into effect, would lead to remaking American business into giant cooperatives. The government would lose hundreds of millions in corporation taxes. And after rebating a total of 50 percent of "profits" before taxes to laborers and customers, there would be little or nothing left for the stockholders, after income taxes had been paid. And that suits the Socialists just fine, as they "carry on the fight for a Soviet America!"

Guaranteed Annual Profits—No Losses!

Auto employees and consumers have a wonderful opportunity to share in automotive profits (and losses). They can buy stock. That's the American way.

The Sputnik temporarily ended Reuther's demand for a 4-day week (with 5 days pay). Most unions, lacking leaders with Reuther's imagination and socialistic training, are merely demanding more pay for less work. Fewer days for higher wages. More overtime and fringe benefits. That's the union cure for the present "recession."

Imagine! We're in a war for the world, a space race with history's most ruthless oppressors. The Russian laborer works under forced, sweat shop, speed-up conditions for a small fraction of the pay his American counterpart gets.

If the labor union conspiracy is not defeated the result will be bankruptcy for many small businesses, great unemployment, stepped-up welfare checks, more inflation, ever-higher prices . . . and to defeat, disaster, and oblivion for America.

The Battleground is at the Polls

Unions are no longer mainly "collective bargaining" (or even collective bludgeoning) organizations. Unions today are mainly political organizations. As George Meany, President of AFL-CIO says, "The scene of battle is no longer the company plant and the picket line. It has moved into the legislative halls of Congress and the state legislatures."

It's estimated that union dues exceed \$450,000,000 a year. Unions could buy a lot of company stock for their members with that. But they don't want the members to own company stock. They might become more loyal to the company than to the union. Walter Reuther controls more millions of dollars for political campaigns than do the Democratic and Republican parties combined.

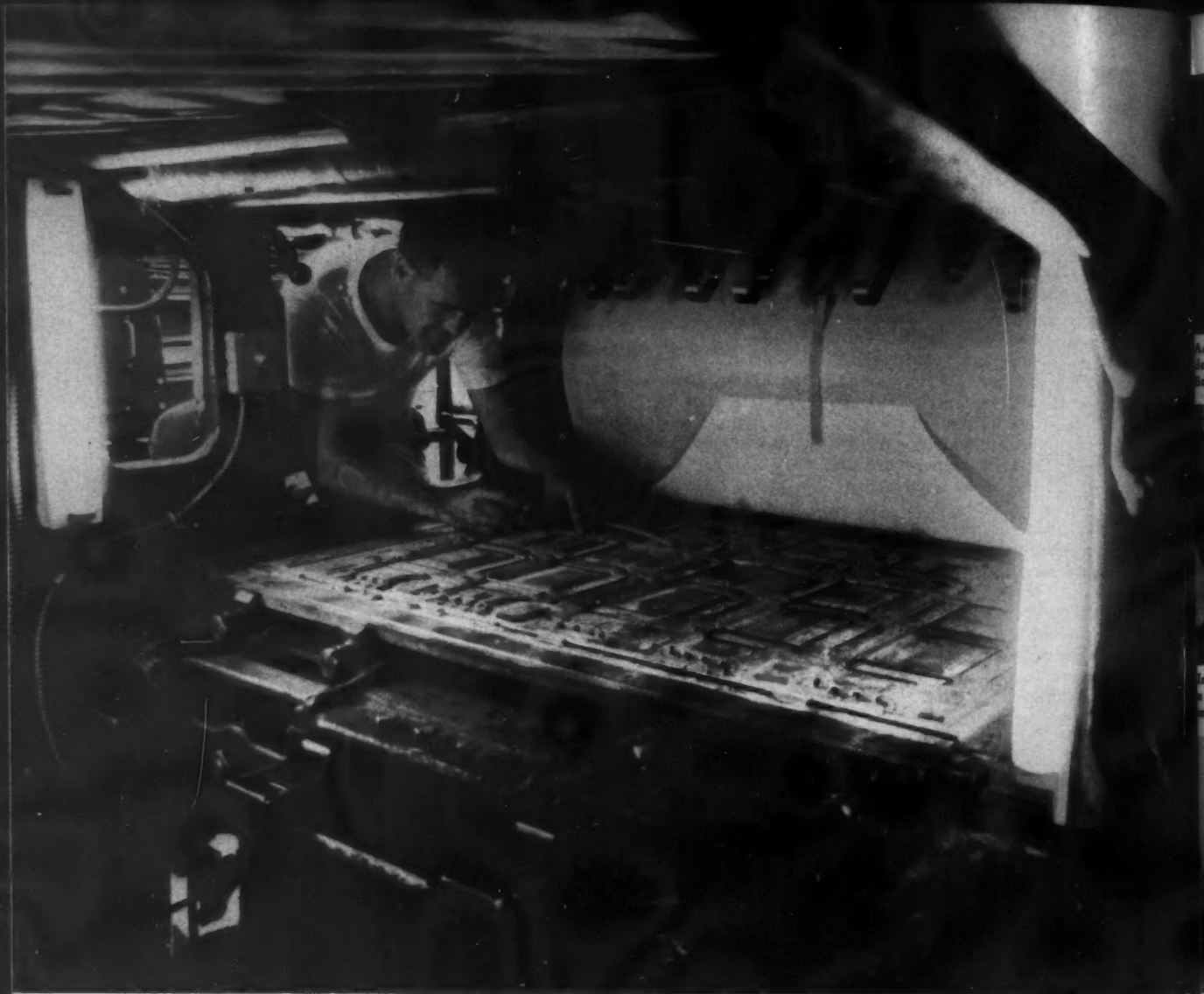
America faces the prospect of a Socialist-Labor dictatorship with the Reutherites' henchmen in the majority in Congress and a Reutherite yes-man in the White House.

Reuther would not only run the whole automobile industry, but the government too. Reuther would not only bargain for the Auto Workers, but for all employees, stockholders, and customers.

He will never be satisfied with collective bargaining until it produces a collective economy—a planned economy in which union leaders enjoy joint management with the owners of business to share the profits but not the losses, the decisions but not the responsibility, the security but not the insecurity, with a Labor government refereeing.

The average union leader's goal is: "more." But Reuther is not average. His goal is Socialism.

* This month's guest editorial by Mr. Anderson, was previously published in the March issue of Farm and Ranch Magazine with a circulation of over 1,300,000 subscriber families in the South, and is reprinted with permission of the writer and publisher. This hard-hitting editorial recalls facts too frequently overlooked in the present cold war between the advocates of a collective economy and free enterprise.



In the maw of a cutting and creasing press (above), the operator makes the delicate adjustments to the die necessary for an accuracy so fine that the customer can operate his filling machines efficiently.



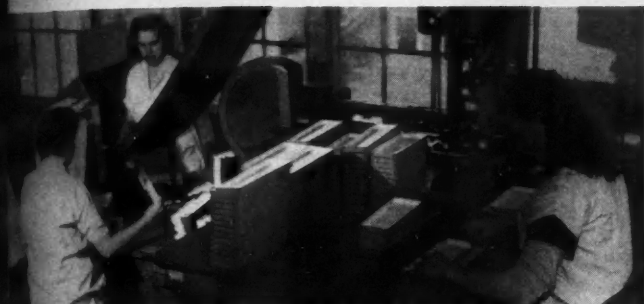
The presentation box for the introduction of Harvey Hubell's new "PresSwitch" which was awarded second place in its category at the National Paper Box Manufacturers' Association competition.

BLUE RIBBON

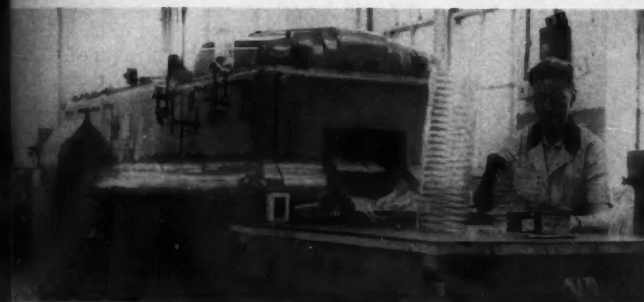
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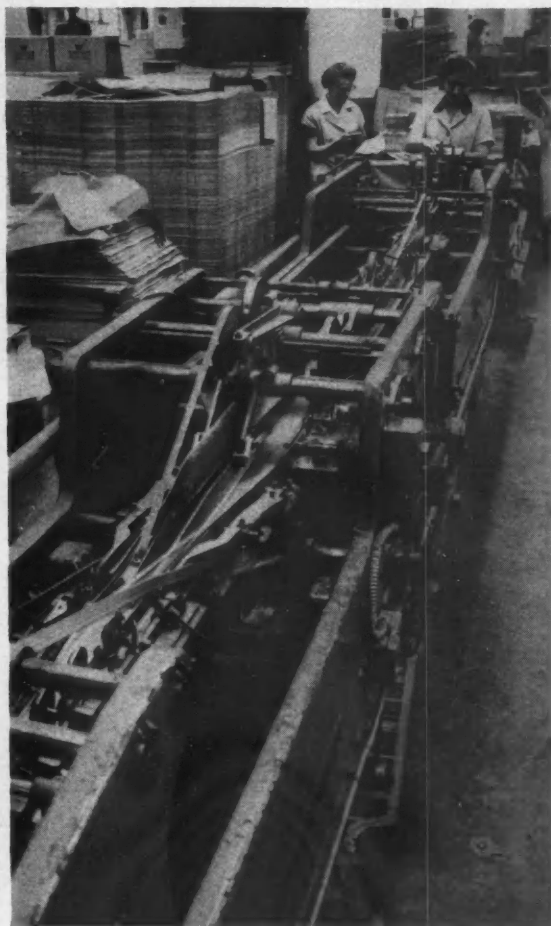
Accuracy of creasing and cutting dies is most important to a finished product designed for close tolerances. Here a group of students from the University of Bridgeport watch the preparation of a die for a cough drop box.



In set-up box making, precut covers are coated with paste and move down a conveyor belt for positioning and precision fitting. Shown below is an automatic machine for making transparent acetate boxes and covers.



Folding boxes whiz through this glue machine at such a rate that the camera doesn't even catch a blur.



ONBOXES

ERBROTHERS

■ AT the recent National Paper Box Manufacturers Association competition, the Warner Brothers Company Box Division of Bridgeport, Conn., won an unprecedented four first awards and one second place, and thereby served notice on the nation that it was indeed a force to be reckoned with in the industry. Selection was on the basis of superiority of construction, merchandising appeal, complement of product and box, brand identification and convenience of use by the consumer. There were a total of only 25 first prizes and 26 seconds out of more than 2,000 entries.

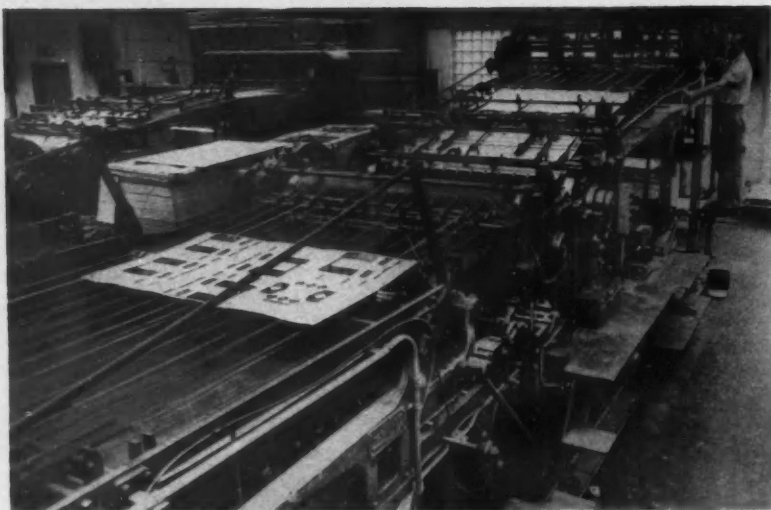
Two of the first place awards were for boxes produced for other Connecticut companies. A family of gold foil brandy cake boxes manufactured for Pepperidge Farms, Norwalk, gained recognition for their luxury look and ingenious cut out trademark, which allowed a view of the contents. This

design was created by Warner's director of package development, Edward Kozlowski. Warner's also drew a bow for the box they manufactured for the Dictaphone Corporation, Bridgeport, which houses their tiny portable dictating machine, the Dictet, from a design by Gary Barsumian, their industrial designer.

Two other first places were gained for the DeJur Amsco display case for their movie camera, also designed by Mr. Kozlowski, and a Prince Matchabelli cosmetic container. The second place award went to the presentation box produced for Harvey Hubbell, Inc., Bridgeport, manufacturer of electrical supplies, designed by Peck-Adams, Inc.

Package Doubles As Protection and Selling Tool

The packaging industry is one of the fastest growing in the country, and in 1957 had sales which totaled almost



One of the battery of high speed presses in the Box Division.



A view of the press room in the Warner Brothers Box Division plant in Bridgeport. The new, modern building was erected in 1948.

one and one-half billion dollars, exclusive of corrugated cartons. There are many reasons for this spectacular growth. Besides the obvious one of protection of contents, packaging has become an integral part of the merchandising effort. The package is an actual selling tool at point of sale. After all other selling techniques have been employed—market research to develop a good product, trained production workers to manufacture a quality item at low cost, advertising to create interest—the product must still attract the buyer's attention to move from the retailer's shelves. The store, in turn, needs packages that stack well on shelves and racks, withstand handling, eliminate breakage and, most importantly, assist in the final sale. A well designed package ties together the personality of the company, the product and the purchaser and such a well designed, easily identifiable package

might be considered the keystone on which a merchandising program is built.

And Warner's Box Division is contributing its know-how in this field to many companies.

Origin and Growth of Box Division

For the Box Division to come out from under the shadow of the parent and world famous Warner women's foundation business reputation required a long term and constructive approach to this expanding packaging field. Although started in 1890 specifically to fill the needs of the corset division, the Box Division soon took on a few local customers, many of whom they still service. Among these are Harvey Hubbell and Russel, Burdsall & Ward, hardware producers in Portchester, N. Y. Naturally, they still provide all the boxes for the corset division but

this account represents only 4.5% of their total sales.

In 1929, Bradford G. Warner, son of D. H. Warner, then president of the company and grandson of Dr. I. deVer Warner, one of its co-founders, joined the Box Division and in 1932 was made general manager, a position he still holds. He instituted an organized program for replacing obsolete equipment, modernization and expansion, moving slowly in deference to his father's dictum when he took the job, "Don't think for one moment that the tail is going to wag the dog!"

Planning and Diversification

Today, as a result of such long range planning, Warner's offers a variety of services few competitors can match.

First, it has a large capacity for the manufacture of both set up and folding boxes. Last year 75% of the company's business was in the folding field and 23% in set up.

Set up boxes are rigid containers shipped fully made up and ready for use. A great degree of elaboration is possible in this category. For example, the award winning Prince Matchabelli box had a Currier and Ives reproduction of a skating scene glued inside a hinged lid. When the box is opened, figures in the scene pop out for a three dimensional effect. The inside of the box and the platform into which the cosmetic containers fit is covered with green velour. An even greater elaboration was that of the Harvey Hubbell box which received the second place award. This package is made to resemble a book, with the first few pages carrying a description of the product. Finally, the product, an A.C. "Pres-Switch", is revealed, nestled on a black velvet platform. The book box is encased in a transparent acetate cover which protects this salesman's item from dirt and damage.

The lighter weight folding cartons are shipped to the customer flat and assembled as needed in his plant. These are usually designed with the customer's particular type of loading machinery in mind. They are made to very close tolerances to enable them to run on high speed packaging equipment.

Modern Equipment Yields Large Capacity

Warner's has a tremendous productive capacity for this type of box and can run efficiently orders from 50,000 to 20 million. These are so accurately die cut that filling rates up to 160 per minute have been achieved in customer's plants. Power strippers are used and the fold and glue machines can

(Continued on page 36)

Old Dog



■ AFTER more than a century of metal button making, The Patent Button Company of Waterbury, Conn., has entered the electronics field. In March it began production and distribution of a new product, the MAGNELINE, an indicator which offers innumerable uses in computers and instruments which display digital information.

The MAGNELINE can be read quicker and more accurately than old-fashioned meters or gauges, according to David S. Hart, president and general manager of The Patent Button Company.

MAGNELINE'S advantages over conventional indicators on complicated panel boards such as those installed in modern aircraft is most apparent. Instead of a needle passing over a dial or a scale, the exact numbers appear instantly on the face of MAGNELINE.

Among other uses for MAGNELINE, remote weather outposts can be established without need of operating personnel. These will collect weather information and transmit it to central

stations where it will be displayed for use by Weather Bureau experts.

The new indicator is a magnetic device which displays digits as circuits are energized by low density currents. It is ball bearing mounted and has no mechanical stops or ratchets. It may be used in conjunction with relays or transistors.

Industrial applications will be many and varied. Metal working and chemical processing will be done automatically at distant locations and monitored at a control center. Accurate measuring devices and rapid, high visibility indicators will be essential. In like manner, inventories will be computed electronically and flashed to accounting centers.

"The intriguing thing about MAGNELINE is that its uses are limited only by one's imagination," says Mr. Hart. "For someone who has worked in the specialized field of utility buttons, this is indeed a change," he adds.

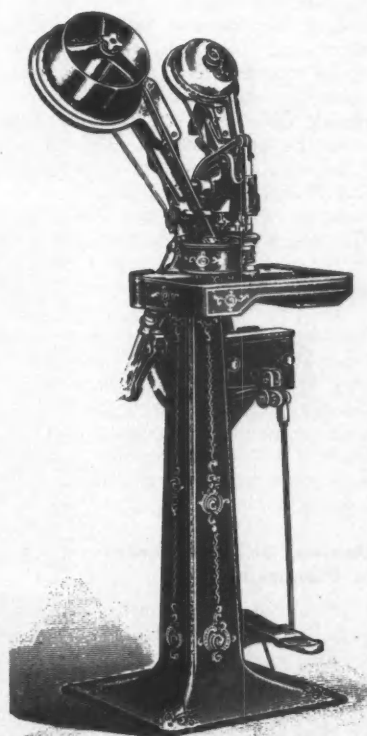
Mr. Hart is a descendant of the Platt family who founded the company in 1797. There is also an affiliated

(Continued on page 37)



The Mageline indicator, added to the Patwin line in 1957, is used in computers and instruments to display digital information.

New Tricks



This button-attaching machine is typical of the products offered to the apparel trade by The Patent Button Company at the turn of the century.

From Beginner To Diemaker 4000 Hours

By FRANCIS H. CALLAHAN, *Assistant Personnel Relations Manager*
Greist Manufacturing Company

Here is a story of how Greist Manufacturing Company tailor made a training program to fit its skilled manpower needs, and saved time and money in the process. During today's slower tempo of business may well be the ideal time for many companies to review the possibility of re-vamping their training programs for the efficiency which will be required for profitable operation during the highly competitive upsurge of business in the immediate years ahead.

■ "IS our Apprentice Program as good as it can be?"

This question, asked by Hubert M. Greist, Vice President, Greist Manufacturing Company, New Haven, of Robert W. Burgess, Chief Engineer and Apprentice Committee Secretary, started the search that led to the development of a 4000 hour Diemaker Training Program.

The Apprentice Committee, composed of two members of management, Robert W. Burgess and Ray Pajer, Supervisor, Toolroom, and two employee representatives, Albert E. Olson, Toolroom Leadman, and William B. Frank, Sr., Supervisor of Apprentices and Master Mechanic, made a very thorough analysis of the 8000 hour Tool and Diemaker Program. Because of the fine work of these men and the excellent cooperation and advice of Thomas Yoczik, Chief, Apprentice Training Division, Connecticut State Labor Department and the Connecticut State Apprentice Council, the program was reduced to 6300 hours; 4000 hours basic apprentice training, plus 2300 hours as a journeyman before becoming eligible for the State Certificate of Completion.

Unusual Skill Required In Diemaking

The Greist Manufacturing Company specializes in metal fabricating and assembly work. Better than 95 percent of the work involves the use of presses of various sizes, capacities, and types for blanking, drawing, forming, and for riveting and stacking sub-assemblies and assemblies. The dies used vary from very complicated and progressive types to simple flattening or straighten-

ing dies. Product quality is maintained by building the die to very close limits that enables the production of parts to tolerances as close as plus or minus 0.0005 inches, with an average tolerance of plus or minus 0.003 inches.

To build quality dies such as these the diemaker must have a great deal of "know-how." The Apprentice Committee decided to change the apprentice program to give training in the specialized skill of diemaking.

The New Program

The original apprentice program required 1000 hours of toolmaking and repairs. This time was reduced to 200 hours. Since more than 95 percent of the company's work consists of die work 200 hours practice spent in toolmaking and repair work seemed like a much more realistic figure. Tool work includes jig, fixture, and tool work for milling machines, drill presses, tapping machines, broaches, and some special purpose work in the company's finishing and assembly department.

Preliminary Training

The preliminary training, tool crib care, tool care and usage, supplies, safety, and theory of tool room equipment, operation, and setup, was increased from 300 hours to 400 hours. This was done to give the apprentice first-hand knowledge through observation and participation in the work of various production departments.

Power Press Training

The apprentice spends approximately 80 hours in the Power Press Department. Here he is taught how to set up presses stressing the safety requirement so necessary and impor-

tant in press work. He learns the press capacities; he can see the various means of part ejection from dies and is free to ask questions of the set-up man and supervisor in the department.

Assignment To Machine Department

The apprentice then goes into the Machine Department for 80 hours. Here he learns how to set up production milling machines, drill presses, and tapping machines. Again safety requirements are emphasized. He also has a chance to observe broaching operations and several pieces of special purpose production equipment. He observes and is given the opportunity to sharpen drills, taps, and cutters. The supervisor and set-up man are always willing, able, and pleased to supply answers to all his questions.

Another 80 hours are well spent in the Automatic Screw Machine Department, where the apprentice is given first-hand knowledge of speeds and feed requirements for various types of screw machine stocks and for #00, #0, #2 Brown and Sharpe screw machines, as well as for Acme and New Britain Gridley screw machines. He leaves this department with a knowledge of form cutters and how to sharpen them. He learns how, why, and when a grinding wheel must be dressed, and he has a good idea of how the lead cam and cross cams are laid out. He can do an adequate job of setting up a Brown and Sharpe screw machine.

The Committee felt that this introduction to the realities of production would impress upon the young men the necessity for accuracy, care, and safety and would make them much better journeymen.

Basic Training

The greatest hour reduction made was in the basic training period on the use of the principal tool room equipment, drill presses, milling machines, lathes, and shapers. The hours were reduced from 4100 to 950. The training is now accomplished through classroom work, where a member of the Apprentice Committee lectures on the various phases of machinery used in diemaking, gives initial indoctrination

maker in

to the apprentice in safety requirements, calculations, and handbook use for figuring speeds and feeds. Next, direct observation of journeymen is used. Supervised performance follows. The apprentice is left on his own when the journeyman instructor feels he has mastered the use of a particular piece of machinery. The Committee felt, and has been proven right, that supervised indoctrination would be enough to make an average machine operator of the apprentice. The apprentice, on his own, and through the use of the machines in the principal part of the program—diemaking—develops his skill and efficiency. The important point is the development of sound working habits and machine knowledge. Once accomplished, the apprentices can develop their skill and efficiency of operation pursuing their trade, that is, using the equipment to make parts of dies.

Grinding

Grinding training was reduced from 1000 to 400 hours. Again thorough indoctrination, observation, and supervised work are used to teach the apprentice the why, how, and what the equipment will do and the safety requirements necessary for proper performance. His skill is developed as he learns to sharpen punches and dies, to grind down dies he is making, to sharpen cutters, drills, and other tools necessary to his trade. Again, the basic trade is emphasized.

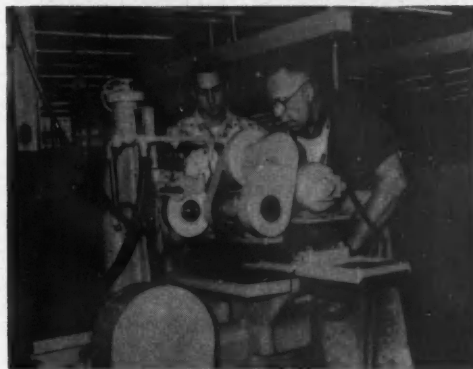
Jig Borer Training

The training time on a jig borer was reduced from 1000 hours to 175 hours. Here the Committee felt that only the basic or fundamental operations must be known. The apprentice is taught hole location for a piece of equipment. Because many die shops today have jig borer specialists and because the jig borer is not of utmost importance in Class "C" work, the hours were reduced. It was felt that with the basic knowledge the apprentice receives, he will be able to become a more efficient jig borer operator as he advances through to the top diemaker classification where the need for, and use of this machine becomes greater.

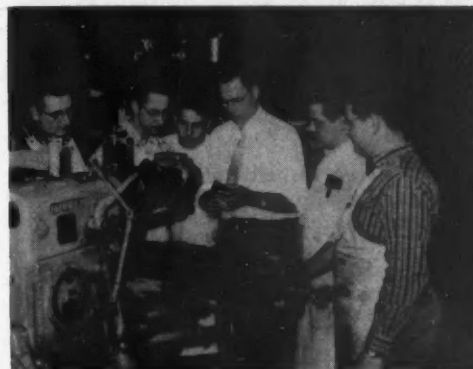
(Continued on page 29)



Greist Manufacturing Co. apprentices learn fundamentals of milling operation from Raymond Pager, toolroom supervisor.



William Healy, Class A tool and die maker, demonstrates to apprentice Ralph Kehlenbach, a cylindrical grinding operation.



Operating principles of a new Hardinge lathe are explained to apprentices by William Frank, Sr., apprentice supervisor.



Albert Olson, leadman in Greist's tool room, supervises and explains operation on jig borer.



Apprentice Joseph Brigante is shown taking the 1,000 hour examination, an important part of the Greist apprentice program.

The Employee Asks What's In It For Me?

By JOHN E. LEE

Employee Communications Service
Hill and Knowlton, Inc.,
New York, New York

Mr. Lee, a graduate of Northwestern University's School of Journalism, is in charge of the Employee Communications Service of Hill and Knowlton, Inc., one of the country's foremost public relations firms. Much of his work is the counseling of publication editors in Hill and Knowlton client companies—especially those in American Iron and Steel Institute member companies—on techniques of "humanizing" economic subjects.

Formerly a reporter for *The Buffalo Evening News*, Mr. Lee was a Navy press assistant to Rear Admiral Richard E. Byrd during the latter's 1946-1947 South Polar expedition. He originated many of the top expedition news stories for the three major wire services and *The Buffalo News*, and has published a summary of the expedition in *The Grolier Society's* "The Story of Our Time."

Before joining Hill and Knowlton he edited an employee magazine for the Carborundum Company and Shell News for Shell Oil Co. and developed and managed a trade magazine information program for the Carrier Corporation in Syracuse, N. Y.

Mr. Lee is a graduate of Northwestern University's Medill School of Journalism. While at Northwestern, he served as course assistant to Frank O'Connor, the Irish short story writer.



JOHN E. LEE

■ THE company publication that feeds its readers a diet of warmed-over bowling scores garnished liberally with shop gossip is, happily, on the decline.

Editors alert to the interest of employees in subjects dealing with their own economic well-being are proving that the company publication is really worth its salt. They are using it to help trim operating costs, to get employees behind drives to improve quality and customer service, to explain the use of company profits in human, believable terms, and to show how funds spent on streamlined equipment and processes help to make jobs safer, easier and more secure.

They are, quite simply, breathing life into economics—telling the man at the machine about the things he can and must do if he wants to be sure the company can continue to provide him a job.

What Effective Editors Write About

Thumb through a few publications produced by editors who are obviously aware that, in the current economic atmosphere, employees today are more than usually receptive to straightfor-

ward company news. You find, for example:

- A story on what seniority is and how uniform application of seniority rules benefits employees.
- A down-to-earth picture series portraying plant cost-items that employees can help to control, along with reasons why it's in employees' own interests to do so.
- A four-page report analyzing causes of the business decline, and how the company's operating level and profit is being affected.
- A straight-from-the-shoulder interview with one of the company's top customers, telling what's looked for in product quality and suggesting how employees can contribute to quality control.

How are these efforts paying off? Here are a few examples:

- One major company credits its publication and related communications with cutting absenteeism in half at one of its plants.
- Scrap, waste, reject items and customer complaints showed a marked drop in another company's plant after the launching of an editorial drive by the plant paper.

- In a national opinion poll for the steel industry last summer, steel men who believed they were kept well-informed about company plans, activities and problems showed markedly more favorable attitudes toward company and job than employees who believed they were getting insufficient information.

One-Armed Editor Still Around

Not many years ago, the plant editor often was a person who put out the publication with one arm, while with the other he perhaps ran the personnel or safety department and performed sundry other tasks. But things are changing. Within many companies, industrial editing—or, more precisely, "industrial communicating"—has become a highly specialized activity. And the skilled editor quite often finds himself running an integrated plant communications program that may have the employee newspaper or magazine as its focal point, but may also involve the administration of bulletin boards, the preparation of employee handbooks, and the writing and editing of supervisory newsletters, safety bulle-

tins and letters to the home.

To be sure, the "one-armed editor" is not a rarity even today, and many a worthwhile publication still is ground out on the company mimeograph.

Yet all is not as rosy as it may appear.

Some Employee Magazines Not Worth Cost

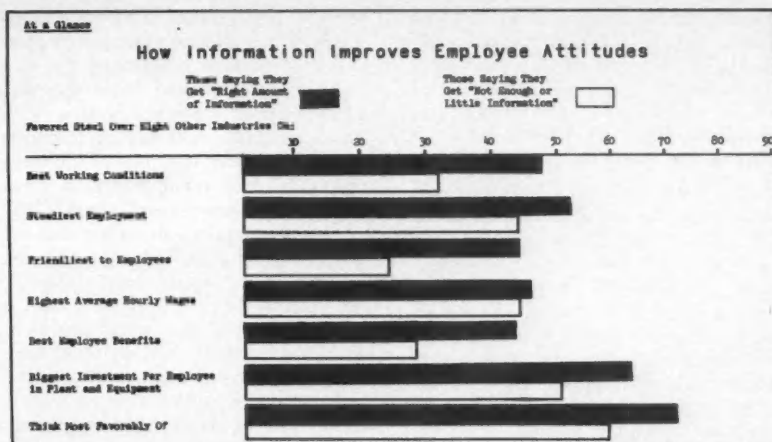
Industry is currently spending about \$500 million a year on company publications, according to a recent report by the United States Chamber of Commerce. It would seem that participating companies might rightfully expect a return on this investment—in terms of better attitudes toward company and job, a broader appreciation of the company's economic goals, and greater attention to personal performance on the job. This expenditure might also imply companies' sincere interest in communicating sound business facts to employees.

However, in many instances, this is not the case. Some company management's sponsoring one or more publications still are skeptical about what this communication's activity is worth. Their skepticism is not always unjustified: Some publications *aren't* worth what they cost—either because management is reluctant to speak up on serious issues affecting the mutual well-being of the company and its employees, or because editors simply don't shoot for realistic goals.

Wisdom of "Straight Talk" To Employees Doubted

Moreover, some companies seriously question the wisdom of talking over their business problems with employees through the medium of the company press. "What business is it of employees to know how much we're spending on new equipment, or what our sales outlook is?" they may ask. "Why give the union something more to shout about?" "What good could employees do even if they *did* know we were falling behind on deliveries?" These and other similar objections—frustrating though they may be to the conscientious editor—are met with virtually every day.

On the other hand, editors themselves sometimes contend that you couldn't interest the employee in facts about the company's business position even if you gave them to him—and on slick paper with full-color pictures, at that. From these same editors, you'd likely get a rousing argument if you were to suggest that any apparent lack of interest among employees may lie not so much in the nature of the information itself as in the lofty, impersonal manner in which such information is so often



When Opinion Research Corporation asked steel employees to rank their industry along with eight other industries on the points charted above, those who were better informed consistently had more favorable attitudes. The industries with which they were asked to compare steel were railroad, aircraft, automobile, petroleum, chemical, aluminum, meat and lumber. ORC concluded: "Steelworkers who say they get enough information about their company are consistently more favorable toward the industry than those who consider company informational efforts to be inadequate. Differences of the order indicated in the table occur between those two groups on practically every question in the survey." The question was part of a nationwide public- and employee-opinion study conducted in July 1957.

presented. The employee expects the publication to entertain him, you may be told; and if you want him to read even the most basic kind of company information, you have to offer him "bait" by way of idle times about his plant pals.

Evidence Proves Employees Want Facts—Not Frills

Fortunately, there is a growing amount of evidence, compiled by such reputable organizations as University of Michigan's Bureau of Labor Relations, proving that what the employee really wants is this: Factual information about how his company is doing, where it is going, and how *he* is affected—especially in matters that may even indirectly touch his pocketbook.

For example, in our work as public relations counsel to American Iron and Steel Institute, Hill and Knowlton has assisted some 20 different steel companies in surveying the effectiveness of their employee communications practices. In listing the kinds of information they most want and need, employees almost invariably have shown preference for economic subjects in what might be termed the "what's-in-it-for-me?" category. Heading the list of subject preferences is "employee benefits," followed, in this order, by "new equipment," "safety," "company prospects," "wages and working conditions," and "opportunities for advancement." What some editors regard as the "bait" subject, "news of other employees," has been consigned to the cellar position, in 13th place.

From this, it may fairly be inferred that the editor who believes he is doing

his readers a favor by giving them nothing to think about is not savvy to their real interests and needs.

Price of Failure

The inevitable consequence of our failure to communicate business facts, intelligibly and humanly, is that the dissatisfied employee will soon find out what he wants to know somewhere else. The grapevine. The union paper. A well-meaning neighbor. And he could hardly be blamed if he failed to consider that he might be getting a distorted or incomplete version of the truth.

Discovering Employee Thinking

How does the editor get to know what is actually on employees' minds? There are a lot of ways. By talking informally with supervisors, foremen and department heads. By casual visits with employees in the shop. By conducting, at little cost, a full-fledged communications survey designed both to measure the acceptance of information currently given by the company and to uncover other subjects that employees are interested in knowing about. By studying the kinds of problems that come up as grievances.

Perhaps employees in a whole department are resentful because a new piece of equipment has been added, actually making the overall operation more efficient but resulting in a certain amount of worker displacement or retraining. Or, perhaps a group of employees holds the company responsible because general business conditions have resulted in a cutback in one department's production, with a conse-

quent shifting of friends to other jobs. These are the kinds of realistic problems the editor may find himself dealing with.

Explain Facts In Terms of Effect on People

Can these be classified as economics subjects? Sure they can. Economics is, after all, not simply a matter of graphs and charts and dollar signs and complicated equations. Economic facts, no matter what their course, can be interpreted in the final run only in terms of how they affect people. In employee communications, economics may become meaningful only when imbued with the spirit of people—when the employee is convincingly shown that profits, competition, spiraling inflation, productivity, quality control and cost reduction *do* affect him, and are not solely the concerns of management.

Take the subject of company profits. Frequently, the cold, colorless treatment it gets in employee publications would seem to suggest that profit is something the company has a guilt-complex about—an immense hoard of cash that could be found in the treasurer's vault if anyone happened to break into it.

Now when the average employee looks at a financial news story and under the label "earnings" finds a long string of figures preceded by a dollar sign, his first reaction is perhaps no different from what yours and mine might be: It would be swell to have some of that loot jangling around in his pocket. And if earnings happen to be higher than last year's, it would take no great amount of persuasion to convince him he has a vested right to a slice of them in terms of higher pay and more benefits.

But profit is, after all, not a pile of cash buried in the company vault. Nor is the money represented by a profit figure—something you can spread out and look at. Profits may buy new machinery that enables employees to perform their jobs more efficiently and safely, and that's hardly something to be ashamed of. Profits may partially finance plant expansion that creates new jobs and helps to make more secure the jobs of those currently employed. Reasonable profits whet the very necessary interest of prospective stockholders and insure the continued support of stockholders already on the books. So why kid ourselves or our readers? Without profits, a company may fold and jobs may stop, and that is certainly a very human turn of events—one that can be dramatized in company communications.

The economic significance of mechanization, to the employee as well as the company, is another important sub-

ject that often comes in for lofty treatment. When an automatic punch press or mill is installed, many a column-inch frequently is devoted to a technical description of how it operates, with a rather boastful nod to the advantages it has over older equipment. Only occasionally does the publication come along that takes a hard, careful look at how new equipment streamlines the employee's working life—in addition to improving company costs and product quality.

In discussing this communications problem at a national meeting of steel company editors last fall, one industrial technologist suggested that there is a continuing need to "sell" employees on improvements. It was his experience, he said, that until they are shown what is in it for them, employees tend to be suspicious of nearly all technological improvements. Sometimes, uninformed employees even show outright resentment at the money spent on improvements; they'd much rather have this money turn up in their paychecks.

This lack of understanding of technological improvements may have costly consequences.

For example, just before the current economic downturn, considerable attention was being given by at least one major union to the prospect of a four-day week. One argument raised in its favor had to do with "automation." Automation, it was said, had resulted in greatly improved productivity, justifying a shorter work week. Company communications for the most part appeared to do little talking back.

Although it is difficult to reach agreement on a precise definition, automation might be said to consist of several or many machines, tied together as a system by automatic controls that regulate the flow of materials from one operation to the next. "Feed-back" or self-correction is basic to this system.

But the term automation has been so much abused that the employee may tend to think of almost every technological improvement introduced as being somehow linked to automation—or, even an effort on the part of his company management to turn his work over to pushbuttons and drop him from the payroll.

Often forgotten is that the very nature of some industries limits the extent to which so-called automated processes can be applied. So it could hardly be expected that automation would result in a uniform improvement in productivity from company to company, throughout all of industry. Yet nearly every company, if it's to stay in business, has to introduce technological improvements into its operations.

There's a big difference between the

pushbutton machine and the pushbutton factory that publications might well be explaining to their readers.

An insight into the need for such information was given not long ago by General Electric Company's former Board Chairman Philip D. Reed. Reporting results of an opinion poll, he told a meeting of the Public Relations Society of America:

"Fifty-five percent of union members believe that most companies can afford to give their workers a 30-hour week with the same regular weekly pay they now receive. Does it occur to them—or seem unimportant, I wonder—that this would raise labor costs by 33 1/3 percent, either bankrupting most companies or producing inflation the like of which we have never seen before?"

Proper Communications Can Improve Attitudes—Reduce Costs

Let's take a closer look at how employee communications, carefully directed to the solution of one specific economic problem, can help to improve employee attitudes and thus improve on-the-job performance; and how, by doing so, communications can help to reduce company costs and losses.

This is a case history, growing out of a continuing communications campaign conducted by Acme Steel Company in Chicago to solve certain quality, waste and scrap problems. All in all, conditions were perhaps no different than those to be found in dozens of other companies.


But here's what happened when Acme Steel started explaining, through planned communications, the economics of quality control—in language employees could understand, describing situations with which employees could identify themselves:

- Complaints on various company products dropped 11 to 33 percent.
- Rejections dropped 14 percent.
- And a scrap saving of \$48,000 over a year's time was realized in just one department.

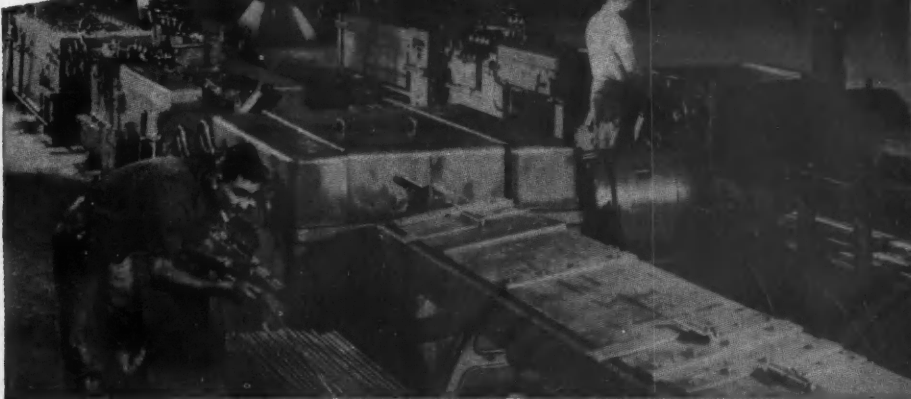
All this did not happen overnight. The company did not change—nor had it expected to change—employees' indifference to quality problems through a single article in the company newspaper.

After analyzing the scope of the problem through a series of personal interviews with supervisors, the company made intensive use of several tools of communication: bulletin board posters; meetings with all hourly personnel; playlets to dramatize quality problems; direct mailing of letters to employees' homes; promotion of a special "quality improvement" sugges-

(Continued on page 32)



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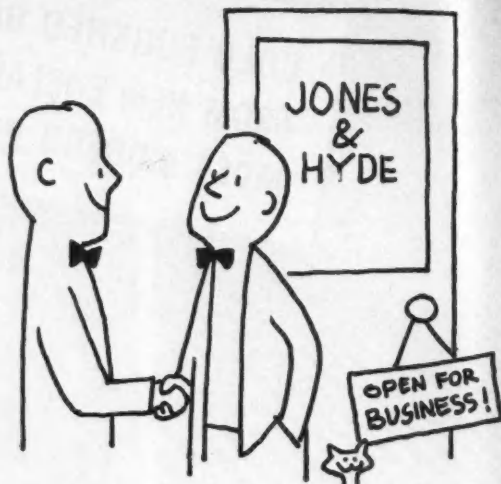
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1.

The money-making partnership of Johnson, Jones & Hyde
Went on the rocks one gloomy night when Mr. Johnson died.
Poor Widow Johnson's business sense? It wasn't even funny.
The firm had hoped to buy her out but lacked the needed money.



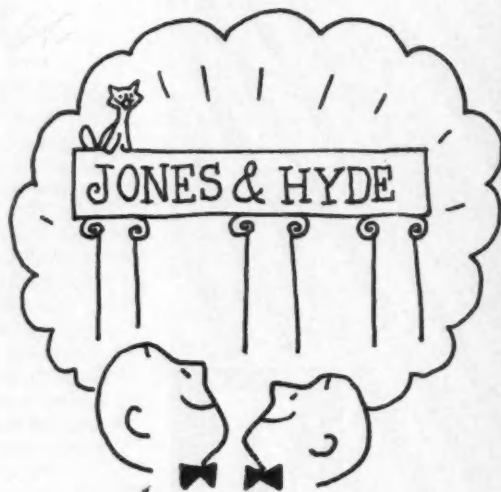
2.

Soon bankrupt, plucky Jones and Hyde decided to start over.
But first a Travelers man explained the way to stay in clover:
"Our Partnership Insurance gives your firm the cash that buys
A partner's share, priced fair and square, if either party dies.



3.

"This way you're sure that amateurs won't wreck your balance sheet.
An heir gets cash—no strings attached—to live on easy street.
Just sign a buy-and-sell agreement," he went on with vim.
"Get your attorney's sound advice—I'll work along with him."



4.

"We'll buy," replied both Jones & Hyde. "It's high time we insure
So even if a partner goes our business stays secure."
Like Jones & Hyde, your partnership can have this happy plan.
Get all the dope. Get on the phone and call a Travelers man.



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News Forum

This department includes a digest of news and comment about Connecticut industry of interest to management and others desiring to follow industrial news and trends.

♦ ROY L. PARSELL, head of the patent department for the Winchester operation of Olin Mathieson Chemical Corporation, New Haven, retired recently after 43 years of service with Olin Mathieson and its predecessor companies, Olin Industries, Inc., and Winchester Repeating Arms Company.

Widely known in Connecticut patent circles, Mr. Parsell has been active in work with national and state patent organizations for many years. His future plans include a limited consulting practice in patent and trademark management.

A graduate of Massachusetts Institute of Technology, with a degree in mechanical engineering, Mr. Parsell entered the employ of the then Winchester Repeating Arms Company, in 1915. This was the period of World War I, when the company was occupied with the production of the Enfield rifle for the British Government, and later to be produced by the company for the United States military forces.

From 1918 until 1930, Mr. Parsell was associated with the engineering, tool and design departments of the gun division. During World War II he headed a newly-organized Patent Department of the company to handle many of the increased research activities, and expanded his work in organizations related to patent matters.

For the past ten years he has represented the company on the Patent Committee of the National Association of Manufacturers. He has been chairman, and subsequently secretary, of the Connecticut Technical Council, comprising fifteen national and local engineering societies. He has served as head of the New Haven Section of the American Society of Mechanical Engineers, and at present is the Regional Advisor on the editorial staff of its monthly publications. He is a past president of the Connecticut Patent Law Association, and continues as a member.

In addition to his duties as head of Winchester's Patent Department, he has been assistant secretary of the Olin Mathieson Chemical Corporation, and secretary of the Industry Insurance Company, a subsidiary of the corporation.

♦ THE RESIGNATION of Richard F. Berry as vice president and secretary of the American Hardware Corporation, New Britain, has been announced by Evan J. Parker, president.

Mr. Berry, who resigned his position for reasons of personal health, joined the corporation in June, 1943 as assistant to the president and was elected secretary in November 1945. In 1951 he was elected vice president and secretary.

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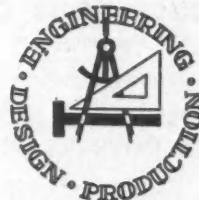
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Mr. Berry was affiliated with the Hartford law firm of Day, Berry and Howard from 1938 to 1942, and was counsel for MAC in 1942 and 1943.

Active in civic organizations, he served on the Mayor's Committee on Industrial Development, and is a member of the board of directors of the New Britain Chamber of Commerce. He is a member of the Taxation and Industrial Relations Committees of MAC.

♦ A LINE of automatic oil-fired hot water heaters has been introduced by The Carlin Company, Wethersfield. Models are offered with glass lined steel tanks in 30 and 50-gallon capacities and copper tanks in 30 and 45-gallon capacities.

According to the manufacturer, the heaters have an unusually fast recovery rate. The 30-gallon unit, fired at 1.00 G.P.H., heats water to a 100° F. temperature rise at the rate of 120 gallons per hour or a full tankful every 15 minutes. For domestic hot water needs beyond single family requirements the 45 and 50-gallon units are adequate, it is claimed.

Source of heat is a U. S.-Carlin Model 150F oil burner, especially suited to water heating by reason of the flame pattern which is of proper size to develop maximum efficiency in the round, built-in refractory combustion chamber.

♦ MORE SIMPLIFIED cleaning of wide smooth wood, terrazzo and tile floors is now claimed to be possible with the new "Dust-Master" sweeping mop, newest in a line of sanitary maintenance products made by the Moran Brush Manufacturing Co. of Hamden.

Constructed of washable, top-quality, 6-ply yarn and heavy duck assembled on a hard maple block, the new mop is available in seven sizes ranging from 16" to 48".

♦ TEN VITAL FEATURES for reliable industrial air compressors are listed in a new specification guide just issued by Brunner Div., Dunham-Bush, Inc., Hartford.

The new brochure, Brunner Catalog #37, reveals details of the new Brunner industrial air compressors in capacities of 25, 30, 40 and 50 H.P., single and two stage.

A special section is devoted to industrial air compressor design features with detailed listings of cylinders, pistons, crankcase, cylinder heads, crankshaft, bearings, connecting rods, lubrication, oil level gauge, oil strainer, valves, suction unloaders, oil pressure gauge, relief valves, flywheel, Heat-X water-cooled intercooler and muffler filters. There is a rating and data chart

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Evolution in street cleaning equipment is pictured here with a giant airport vacuum cleaner dominating the scene. Produced by Consolidated Diesel Electric Corporation under a major United States Air Force contract, this huge 30½ foot long vacuum unit cleans one million square feet per hour of runway, taxiway and ramp space.

for both single and two stage air compressors.

♦ A NEW cartridge-type fuel pump, designed primarily for use as an integral part of one of its unitized fuel controls, was announced recently by Chandler-Evans division of Pratt & Whitney Company, West Hartford.

Compact, light in weight (two pounds), and measuring approximately three inches in length by 2½ inches in diameter, this dual element gear pump delivers 1000 pounds of fuel per hour at 650 pounds per square inch pressure, operating at 3600 RPM. The company indicated that pumps of the same design could be produced for any required fuel capacity with corresponding size variations.

♦ WALLACE E. CAMPBELL, first vice president of the Fuller Brush Company, Hartford, was elected chairman of the board of the National Better Business Bureau at a meeting of that organization's board of directors held recently in New York City.

Mr. Campbell has been associated with the Fuller Brush Company since 1916 and is one of the direct selling industry's outstanding national figures. He is secretary of the National Association of Direct Selling Companies. He is also chairman of the board of the Connecticut State Chamber of Com-

merce, is past president of the American Brush Manufacturers Association, serves on several directorates including one of Hartford's prominent banks and the Insurance City Life of Hartford.

Mr. Campbell has been a member of the board of directors of the National Better Business Bureau since 1952, and served as its treasurer during the past year.

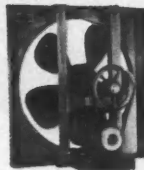
♦ THE EASTERN STEEL AND METAL COMPANY of West Haven has been appointed a distributor in the Connecticut and Southern New England areas for the aluminum sheet and strip products of Revere Copper and Brass Incorporated.

The Revere designation marks The Eastern Steel and Metal Company's entry into the non-ferrous field. Established in 1933 by Louis and Samuel Goodwin, who were later joined by their brothers, Paul and Robert, The Eastern Steel and Metal Company has had a steady growth in the modern steel processing and warehousing fields, serving manufacturers throughout the East.

♦ THE FINAL GIANT IGY satellite tracking camera was loaded on an Air Force plane in California recently and flown to Hawaii where it will be installed and operated by the Smithsonian Astrophysical Observatory to photo-

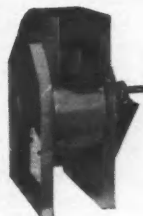
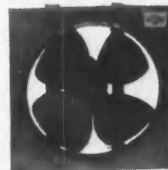
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♦ A MAJOR plant expansion involving the addition of 75% more manufacturing space has been undertaken in Bethel by Consolidated Controls Corp., a subsidiary of Consolidated Diesel Electric Corporation, Stamford.

Joseph F. Engelberger, Consolidated Controls president, announced construction already has begun on the 12,000 square foot expansion to the company's Bethel plant. He said the expansion reflects progressive growth in demand for the company's products, which consist in the main of control systems for missiles, aircraft and nuclear power plants.

♦ JOHN F. MORIARTY has been elected a vice president of the Warner Brothers Company, Bridgeport, and director of sales of the company's foundation garment division, it has been announced by John W. Field, president. He will also retain his previous duties as Eastern Division Sales manager.

A graduate of Holy Cross College, Mr. Moriarty joined Warner's in 1939. In 1946 he was made sales office manager and in 1956 was named sales manager of the company's Eastern Division.

♦ SALES of small and large electric appliances by retail dealers, one of the reliable barometers of business conditions, have shown a "silver-lining" side for recent weeks, according to a survey of appliance sales released by The United Illuminating Company, New Haven and Bridgeport.

The "silver lining" is found in sales increases racked up by certain appliances, against the "gray cloud" background of declining sales by other appliances.

Generally, the local appliance sales picture is this: Total sales, after three consecutive years of new records and near-records, have continued their decline. Sales during the first four months of 1958 are down more than 10 per cent, compared to 1957, which was a "second-best" year in many appliances.

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Yet some items, such as electric water heaters, electric blankets, freezers, clothes dryers and portable cooking appliances, have shown increases ranging from one per cent to as much as 22 per cent for the same period.

♦ **THE DEVELOPMENT** of a new machine for permanent color marking of molded brake blocks has been announced by The Noble & Westbrook Manufacturing Company, East Hartford, designers and builders of production marking machinery and marking tools.

The new machine combines the roll marking and foil paper transfer process to produce a slightly indented permanent mark in color. Variable data, such as part number, part size, manufacturer's trademark are set up in individual type and multiple-character logodies in a roll type holder, which is heated to a temperature of approximately 250 degrees by means of a cartridge type heater, inserted in the fixed spindle of the holder.

Designated at Model 493, the equipment includes a foil paper reel and roll feed index, driven from the machine die slide so that the exact amount of paper required for each impression is automatically fed through the machine after each mark.

The equipment is said to be unusually effective in that all variables associated with the foil paper transfer process, such as temperature, pressure and time can be pre-set according to the foil paper being used and the material being marked. The machine can be tooled for color marking parts of other shapes and materials.

♦ **SIKORSKY AIRCRAFT** Division of United Aircraft Corporation, Stratford, has announced that its automatic stabilization equipment, which stabilizes the flight of helicopters from the time they rise into the air until they return to the ground, has been certified by the Civil Aeronautics Administration for use in commercial helicopters.

The automatic stabilization equipment is an electronic device which relieves the pilot of much of the physical effort required to fly a helicopter and eliminates the need to make constant adjustments in controlling the ship.

♦ **LAWRENCE M. DURYEE**, division industrial sales engineer of The Connecticut Light and Power Company's western division at Waterbury, has been appointed division sales engineer. Announcement was made by D. W. Price, division manager.

Mr. Duryee, an engineering graduate of Stanford University, joined

CL&P in 1928 as a lighting and industrial engineer at Norwalk.

♦ **A NEW** lathe chuck wrench, announced by PowerGrip, Inc., Wallingford, is said to provide a new solution to an old problem.

Fifteen different sizes of socket chuck wrench are made to fit the various types and sizes of standard lathe chucks now in use, and will be stocked by industrial distributors throughout the country. There are also two sizes of the new L-handle spinner wrenches, made to provide the lathe operator with more leverage, less weight, and faster operation of the chuck, when used with the socket chuck wrench.

♦ **A POCKET PRICE BOOK** for stainless steel, unusual in size, shape and content, has been published by Chase Brass & Copper Co., Waterbury.


The 4½" by 10" price book consists of a heavy paper folder with an inside pocket. Into the pocket are inserted removable price lists of the most popular items of stainless steel in common forms, finishes, sizes and alloys. On the folder are printed a schedule of quantity surcharges, so that the purchaser may determine the most economical shipments for his needs, and a description of Chase's mill services.

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steel sheet, strip, bar and billets, wire, pipe and tube. The price book, with appropriate price lists, is available upon request from any of the 28 Chase warehouses or sales offices, or directly from the company.

♦ **THE HUNDREDTH** anniversary of I. S. Spencer's Sons, Inc., Guilford, was observed recently by presentation of a citation from MAC to Harry F. Sweitzer, president of the foundry. Guilford's first selectman, Charles D. Bender accepted the citation on behalf of the community from the Association's field representative, John D. Hubbard.

The Spencer foundry manufactures grey iron and non-ferrous castings and machining. It was originally founded by Isaac Stowe Spencer. Mr. Sweitzer joined the company in 1938, became its vice president in 1941 and was named to the presidency in 1945.

♦ **A COMPACT** new machine which combines the office operations of folding and envelope stuffing of letters, bills and other mailings, was introduced recently at the Office Machines and Equipment Exposition of the National Office Management Association in the Conrad Hilton Hotel, Chicago by Pitney-Bowes, Inc., Stamford.

Designed not for big business and mass mailings, according to the maker, but for the greater number of smaller firms with moderate mailing, the new folder-inserter, as it is known, is being promoted as an important new business-building tool to aid companies in combating the recession through greater use of the mails.

Occupying only 2 by 4 feet of desk or table space, it automatically feeds, folds and inserts correspondence, bulletins, releases, bills and invoices, advertising and other material at speeds up to 4,000 an hour. Two enclosures can be inserted in envelopes by putting the material through the machine twice. It also inserts multiple enclosures "nested."

♦ **CORDOBOND** adhesives for metals, plastics, wood, glass, paper, cloth and leather, formerly available on a limited production basis to a very few manufacturers, are now in mass production, according to the Cordo Chemical Corporation, Norwalk.

Bond strength of this war-inspired plastic-type adhesive, called Cordobond is said to approach and frequently exceed the strength of the materials being bonded.

♦ **F. DONALD DILDINE** has been named director of purchasing for Chandler-Evans Div., Pratt & Whitney Co., Inc., West Hartford, it has been announced by Sidney A. Stewart, vice president and manager of the well-known manufacturer of aircraft fuel control systems.

G. Kenneth Metcalfe, who has been associated with Chandler-Evans purchasing activities since 1952, will continue as purchasing agent for the company.

Mr. Dildine was formerly with the aircraft engine division of Ford Motor Company in Chicago where he served as a buyer for the last seven years.

♦ **A THREE-DIMENSIONAL** display, in grey, red, yellow and black, is offered on loan by The Allen Manufacturing Company, Hartford, manufacturers of Allen Hex-Socket Screws and related products.

The new display is five-feet wide and four and one-half feet high, and is suitable for use in windows, or as a feature at industrial shows. A large hex-socket in the center of the display is illuminated by flashing lights, and a panel at the bottom of the display, which shows actual samples of the entire Allen line of socket screws, is also illuminated.

A lighted area tells the story of Allen's "Pressur-Forming" process, and shows how long fibers of Allen Hex-Socket Screws are preserved throughout the whole length of the screw.

Arrangements for using the display

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can be made by Allen distributors through the company or its field representatives.

♦ A NEW UNIVERSAL and special purpose gauge designed to simultaneously verify up to six dimensions as accurately as one ten thousandth of an inch has been introduced by the Machine Products Division of The New Haven Trap Rock Company. The precision inspection instrument was developed because the company could not find a gauge on the market capable of performing the detailed inspection job required by their own control program.

The Division manufactures precision components for the aircraft and guided missile industries, and the gauge is another step in the company's program to expand its Machine Products Division.

The new Johan gauge, named for inventor Joseph Hanisko, features positive three-point control with a single setting being all that is required to check an entire job run. It is used on parts measuring from one-sixteenth to 20 inches, and this single gauge measures outside diameters, inside diameters, concentricity, outer roundness, height and depth.

Mr. Hanisko, who engineered the gauge over a period of three years, is assistant superintendent of the Machine Products Division, which he joined in April 1951.

♦ THE APPOINTMENT of Richard G. Wallis, assistant to the president of Robertson Paper Box Company, as a vice president, was announced by Ralph A. Powers, president.

Mr. Wallis has been with the company for the past two years. He was formerly associated with the American Paper Goods Company at Kensington. Before that he served as merchandising manager for Continental Can Company, Newark, N.J.

♦ THE YALE & TOWNE manufacturing Company has sold the business and certain production facilities of its Franklin Park, Ill. powdered metal products plant to American Powdered Metals, Inc. of North Haven, which plans to continue operations of these facilities with Henry S. Shroka in charge as western manager.

The sale included the good will, inventory, production equipment, trademark and patents at the Franklin Park plant. It did not include Yale & Towne's Addison, Ill. plant and facilities for making ferrite and other magnetic components for the electronics industry.



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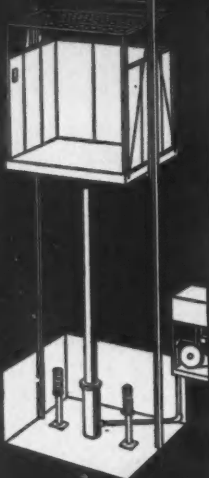
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♦ VEEDER-ROOT, INCORPORATED was honored recently by the Triple Industrial Supply Convention for the company's efforts in promoting the sale of its counting devices through industrial distributors.

The company was selected to receive an award plaque by the Joint Advertising and Awards Committee of the distributors' group. George Logan, sales manager for counting devices, accepted the plaque for the company at the presentation made at the Waldorf-Astoria Hotel in New York.

Veeder-Root began marketing counters through industrial distributors in 1956, and has backed the program with special advertising and sales promotion features. Often called "mill supply houses," these distributors have their own sales staffs and give manufacturers more complete coverage of the market.

♦ KAHN AND COMPANY has recently introduced to users of hydraulic equipment a micron in-tank filter assembly. This filter assembly is available in three models with rated flow rates of 7.5, 15 and 30 g.p.m.

The use of resin-impregnated cellulose in an accordion-pleated cylindrical configuration exposes the largest surface area possible. This results in a highly effective filtering action of particles 10 microns or larger.

Another design feature is the all-stainless steel fabrication of the filter mounting structure. The hydraulic system is thus protected against contamination from the filter assembly itself.

♦ AN ELECTRONIC DEVICE to maintain helicopter engines at constant speeds in flight has been placed in production by the Electronics Department of Hamilton Standard, division of United Aircraft Corporation, it has been announced.

The unit, developed as a joint effort by the Electronics Department and Sikorsky's Dynamics Section, is a trimming-type control. It electronically senses any fluctuation in rotor speed, amplifies the signal and relays it within a split second to a servo mechanism. The latter changes carburetor manifold pressure so that the previously selected engine speed is maintained.

The Electronics Department of Hamilton Standard is located at Broadbrook, and is engaged in the design and development of complete weapons systems and the manufacture of avionic controls.

♦ IN A MOVE to expand the responsibility of its divisional executive officers, Pratt & Whitney Company, Inc. has announced that Albert L. Knapp, vice president and manager of the com-

pany's machinery division and Edward J. Shages, vice president and manager of its cutting tool and gage divisions, had been named to head the sales activities of their respective operations.

For a number of years the sales function of these divisions has been vested in a company vice president and general sales manager, a position occupied until his recent death by Alexander S. Keller.

Mr. Knapp joined Pratt & Whitney in 1928 after attending the University of Vermont. He completed the company's apprentice training course and was made a foreman in the machinery division in 1941. He was named superintendent of the division in 1946 and general superintendent in 1953. Two years later he was named vice president and divisional manager and in 1956 was elected to the board of directors.

Mr. Shages also has risen through company ranks, starting his career in 1929 as an apprentice. Later he became a company rate setter and estimator, rising to the position of supervisor of all rate setters. In 1949 he was named production manager of the company's machinery division. Transferring to the cutting tool and gage divisions in 1955 as factory manager, Mr. Shages was named manager of the divisions and a vice president of the company in 1956.

♦ "DERBY DAY" was celebrated recently at Derby Sealers, Inc., when more than 30 of the company's distributors arrived at the Ansonia plant to tour the assembly plant in Derby and the facilities of both Derby Sealers and Hershey Metal Products Company, manufacturer of the component parts used in Derby Tape dispensers.

The men, representing distributors of Derby Gummed and Pressure Sensitive Tape Dispensers, located throughout the country, attended an informal lunch in the plant cafeteria. Following lunch a business meeting and seminar were held, during which A. P. Krueger, president of Derby Sealers, Inc., and William J. Eilerman, vice president in charge of sales, introduced the company's newly developed line of electric gummed and pressure sensitive tape and label dispensers.

Included among the new machines is a model operated by photo-electric cell that dispenses tape at a movement of the hand; a model with push-buttons for delivering measured lengths of tape; a machine that delivers labels automatically one at a time, and a new product labeler that automatically applies labels to products of various shapes and sizes as they pass along the production line.

♦ REGINALD R. ZISETTE, director, vice president and general manager

of Jessal Plastics, Inc., Kensington, died recently at Grace-New Haven Hospital.

Born in Paterson, N. J., Mr. Zisette was a graduate of Stevens Preparatory School and Yale University. He was a member of St. James Church, Farmington; the Hartford Club, the Farmington Country Club; Phi Gamma Delta fraternity.

He is survived by his wife, his mother, two sons and a daughter.

♦ THE LYCOMING division of the Avco Manufacturing Company, Stratford, has announced that it has completed the last major step in preparing

for mass production of the T-53 gas turbine engine.

Following months of planning and preparation, the engine has passed its 150-hour military qualification test which opens the way for unrestricted use in military aircraft, and also clears the way for work on a \$10 million production order recently announced by the company.

The 150-hour test is the climax of an experimental effort begun by Lycoming seven years ago. It started when the company was determined to explore the possibility of manufacturing a line of small gas turbine engines to parallel the firm's line of small piston engines

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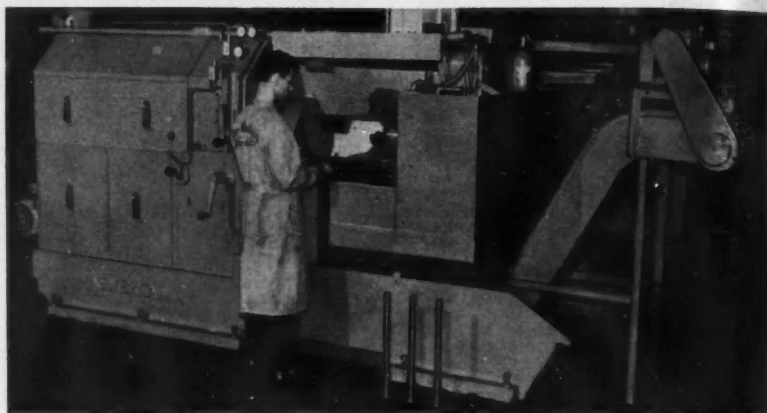
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The new Multiple Spindle Copying Lathe recently announced by New Britain Machine Company.

produced in the Williamsport, Pa., plant.

♦ E. GILBERT MATHEWS has been named vice president of Federal Paper Board Co. National Folding Box Co., New Haven, is a division of Federal.

As vice president, Mr. Mathews will assume responsibility for one of the country's largest folding carton operations, with eight carton plants located in New Haven, Palmer, Mass.; Versailles, Conn.; Bagota, N.J.; Washington, Pa.; Columbus, Ohio; Marion, Ind.; and Morris, Ill.

A graduate of Duke University, with supplemental studies at Fordham and Yale Universities, Mr. Mathews joined the National Folding Box Co. in 1938.

♦ THE FAFNIR BEARING CO. has been presented with a national award by the Blinded Veterans Association, Inc. as the nation's outstanding employer of the year. The presentation was made by John E. Mattingly, national president of the association.

Representing Fafnir at the presentation was Richard E. Cooper, vice president, Dr. Frederick M. Senf, director of community and employee relations, and Franklin S. Atwater, general works manager.

The award is made annually by the executive committee of the association from nominees submitted by regional groups in the nation.

♦ THREE Bullard Company executives were named to new posts recently, according to E. P. Bullard, III, president and general manager of the Bridgeport firm.

Eugene V. Grumman, formerly factory manager, has been named chief engineer, a new title in the Bullard organization. Joseph C. Olson, personnel director for the past six years, succeeds Mr. Grumman as factory manager and David H. Carpenter,

formerly supervisor of benefits and services, has been assigned to the position of personnel manager.

♦ A NEW CONCEPT in the field of copy-turning has been established with the development by New Britain Machine Company of the Multiple Spindle Copying Lathe. On this four spindle copying lathe the work is chucked between centers and then both the driving spindles and tailstock centers index together through the work positions.

Copy turning is performed by template operated hydraulic copying slides which can be mounted at the three work stations. For additional operations forming arms and/or cross slides can be mounted at the same work stations.

Because all operations are performed with the work mounted between the same set of centers, concentricity of all diameters is maintained.

♦ HENRY HASKELL, president of the Brunswick Worsted Mill of Moosup, was honored at a testimonial recently in observance of the 25th anniversary of the Brunswick firm. Mr. Haskell began operations at the one time American Woolen Mills in Moosup 25 years ago and later started the Carvill Combing Company, a branch of the Brunswick Worsted Co. in an adjacent building.

John Ramsey, head of the Carvill Combing Company, acted as master of ceremonies and introduced many of the executives in attendance. Approximately 160 people attended the testimonial.

♦ ROBERT T. FRISBIE, SR., chairman of the executive committee and former president of the New Britain Machine Co., New Britain, has announced his retirement.

Mr. Frisbie, who will continue to serve as a member of the company's board of directors, was graduated from

Yale University in 1912. He then entered the employ of the New Britain Machine Co. and became an expeditor in the purchasing department during World War I. Following the war the company engaged in the development of screw machine products with Mr. Frisbie assuming charge of this business in 1919. Four years later he also took charge of the organization of the wrench division.

He was elected assistant secretary in 1923, a vice president and director in 1929, first vice president in 1930 and president in 1951. In 1954 he was named chairman of the executive committee.

♦ POWR-PAK, INC. and Connecticut Chemical Research Corporation, Bridgeport, contract packagers of aerosol pressurized products, have jointly announced their merger as PowrPak-ConnChem, Inc.

The new company will blend together the best of both organizations, according to Edward F. Heifer, president of the new corporation. A new plant in Bridgeport will house the merged facilities, providing 90,000 square feet on one floor, seven major production lines with a daily capacity in excess of 200,000 units on each shift.

Three manufacturing divisions will operate under one roof, but in complete and separate areas. These divisions will produce aerosols for pharmaceuticals, drugs, cosmetics and toiletries and food products.

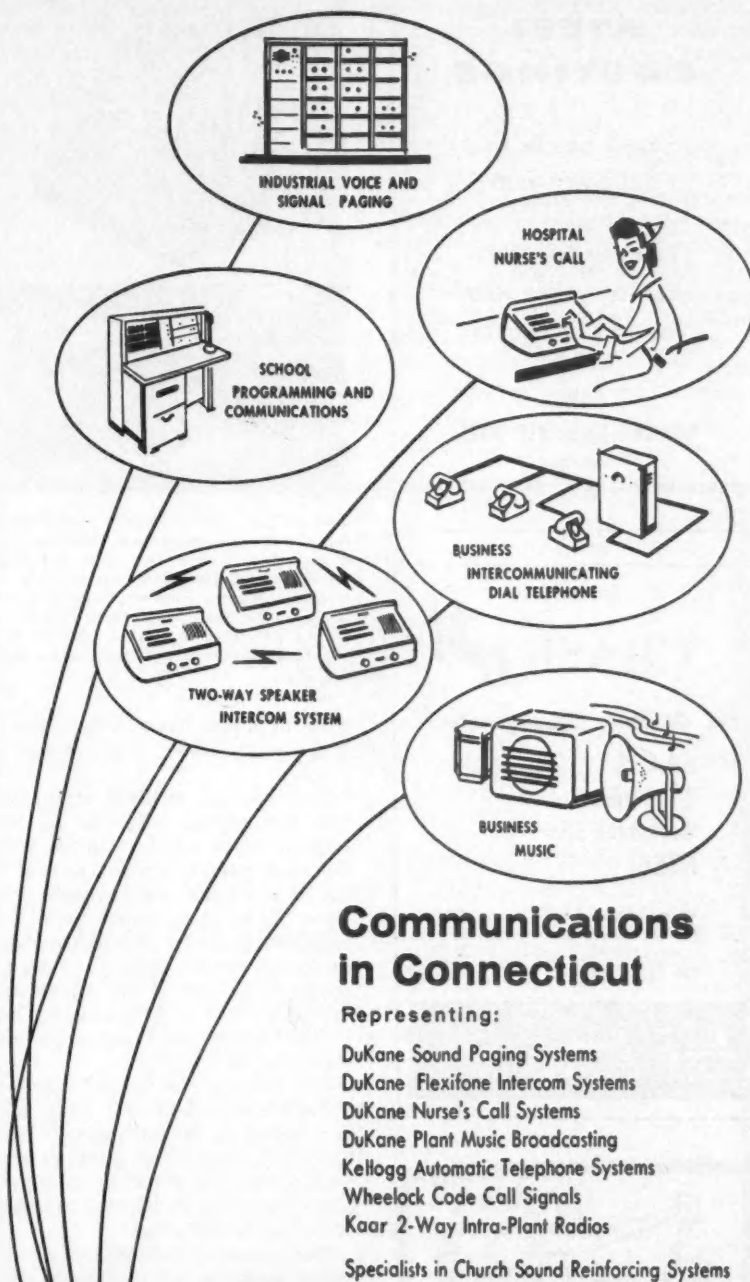
♦ LOUIS H. ZARCHEN, president and treasurer of the Hartford Tire Company, Inc. and treasurer of the Central Tool Company, Inc., Hartford, died recently after a short illness.

Mr. Zarchen is survived by his wife, a son and a daughter.

♦ IT HAS BEEN ANNOUNCED by U. S. Senator William A. Purtell that the Army will consolidate some activities of the Springfield Ordnance District at Boston, and that a reduction in force of approximately 123 employees will take place at Springfield between now and January 1, 1959.

Assistant Secretary of the Army Frank H. Higgins said the Army will follow the senator's recommendation to keep the ordnance district office open at Springfield and that approximately 180 employees will remain there for inspection work, small business affairs and surveys for mobilization planning.

♦ PRATT, READ AND COMPANY, Ivoryton, virtually a "granddaddy" among New England firms, observed its 160th anniversary recently



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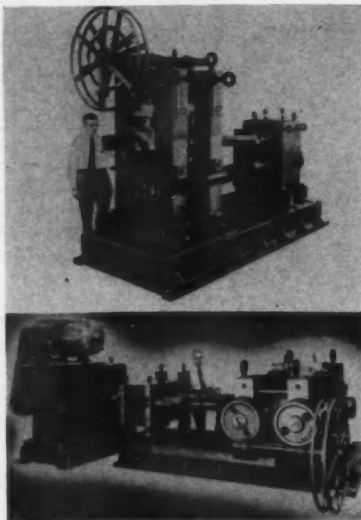
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with an Open House celebration in which much of the emphasis was on youth.

The youthful outlook—contrasting with the company's age and the lifetime of its principal products, piano keys and actions, which are made to last a generation—was expressed in Open House tours which were well attended by school children. Another expression of the company's young approach is the ages of two top officers, President Peter H. Comstock, 40, and F. Kelso Davis, sales manager and vice president, 42.

The firm was founded in 1798 when a Yankee named Phineas Pratt, with his two sons, began making ivory combs by hand. The company they founded has since grown to be the largest piano supply house in America, and certainly the oldest.

The company's skill in forming and fitting wood has led to diversification which is being emphasized at the present time. Among other things, Pratt, Read has played a part in the development of the helicopter by manufacturing wooden propeller blades and other specialty parts of wood.

♦ **THE THIRD ANNUAL** Metal Trades Competition for apprentices having at least 6,000 hours or more than 8,500 hours of training in a program registered with a private or public agency or eligible for such registration, will be held during September and October.

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Southern Connecticut Tool and Die Manufacturers Association, the Manufacturers Association of Connecticut, Inc., the State Department of Education and the U. S. Department of Labor, Bureau of Apprenticeship, the competition will permit all companies to enter their qualified apprentices training as a machinist, toolmaker, die maker, model maker, mold maker, instrument machinist or gage maker, but no company will be permitted to have more than three apprentices included among the twenty-five finalists—or those receiving the highest grades in a six-hour written examination conducted at a centrally located State Technical School.

The written examination will count 30% on the final score and a work performance test conducted by a three-man judging team at the normal work of each apprentice will count 70% in the final score. All finalists will receive awards and special prizes will be given to the top six apprentices at an Award Recognition Dinner, Colonial Inn, New Haven, November 17. Complete details of the competition and nomination forms will be mailed to manufacturers in Connecticut and members of the Tool and Die Association in Western Massachusetts the latter part of August or the first week in September. To defray expenses of the competition, including the cost of prizes, a fee of \$10 will be charged for each apprentice entered in the contest.

The purpose of the competition is to promote more efficient training of apprentices, an expansion in the number of companies conducting apprentice programs in the metal trades field and an increase in the number of young men taking apprentice training.

From Beginner to Diemaker in 4000 hours

(Continued from page 11)

Related Training

The related training portion of the apprentice program remains at 600 hours. The apprentice attends classes of four hours each, two days per week at Eli Whitney Technical Training School. Here he is given courses in blueprint and drawing reading, shop mathematics, and mechanical theory as related to tool room equipment. And once again, the all important safety requirements for equipment are emphasized.

Diemaking and repair training was increased from 1000 hours to 1400 hours. Here the apprentice makes die parts, using the various tool room equipment. He must, as a project, com-

plete a specific assigned job. He can, and is expected, to ask questions of the Committee, and only the Committee. He is put as completely on his own for this project as is practicable. The results of his diemaking project, which includes mechanical try-out, the actual set-up for production, and the results of a 4000 hour questionnaire, determines whether or not a Greist Certificate of Completion and a promotion to Class "C" Journeyman will be earned by the apprentice. The journeyman must now complete an additional 2300 hours as a Class "C" Diemaker to be recommended for and receive, his State Apprentice Certificate of Completion. During this time he is merit rated and

may be progressed through the wage structure for a Class "C" Journeyman. This gives a total of 6300 hours of training for a State Certificate. Of this 6300 hours, 3700 hours are devoted to the principal goal of the program, making a skilled diemaker.

The Greist Manufacturing Company felt that making an apprentice a journeyman upon completion of 4000 hours offered a very strong incentive for a young man with ability to enter a trade. It is estimated that within 10 years over half of the skilled diemakers will be lost to industry. This will happen not from any major disaster or depression. It will come about from actual attrition, due to such things as



Joseph Libner is . . .

the wild bird's best friend. As General Manager of the Libner Grain Company of Norwalk, Mr. Libner has watched the old family business gradually change character. Farmers, once his prime customers, have been replaced by suburbanites. "And," says Mr. Libner, "these suburbanites feed birds, not cows."

Joseph Libner relies on Woodward to come up with attractive, hardselling package designs for his wild bird food products. What's more, we've followed up our packaging with sound merchandising programs that have helped put Libner bird and dog food in the country's major stores. In our shop right now we're hard at work on a new Libner package . . . a big economy size fellow designed to hold 25 pounds of mixed bird seed. You'll be seeing it in your stores sometime this month.

Incidentally, Mr. Libner would be happy to tell you about our *well-rounded* advertising abilities.

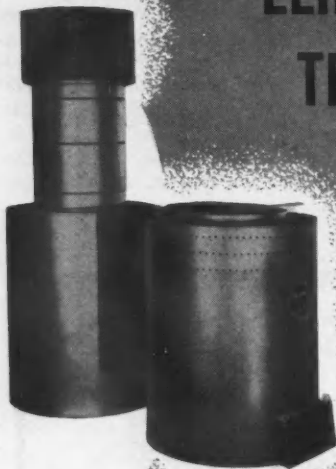
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Screening and Testing

In order to employ the most qualified for this program, preferably between ages 18 to 23, a very careful screening and testing program is used. The process starts with an interview in the Personnel Department. If the interviewer believes the young man has potential, he is referred to the Apprentice Committee secretary for an additional interview. Here more technical questions are asked. If after the second interview the candidate is judged to be a good risk, he is given a series of tests to determine personality traits, general knowledge, mechanical aptitudes, spacial relations, and a test designed to show his ability in mechanical problem solving. The results of the test with the recommendations made by the Industrial Psychologist, retained by the Company, are then thoroughly reviewed by the Apprentice Committee. If the recommendation is satisfactory the applicant will then be interviewed by the Apprentice Committee. After the third interview, the decision to hire or reject will be made jointly by the members of the Committee.

Each man who is selected for apprentice training is very carefully watched by the journeymen who are committee members, and frequent committee meetings are held to discuss the progress of each apprentice. To supplement the committee meetings a written examination is given to the apprentice upon the completion of 1000 hours, 2500 hours and 4000 hours. The questionnaires are used as guides to show what the apprentice has learned and where his knowledge needs to be improved. The committee will discuss questionnaire results and work progress with the apprentice so he will know, at all times, exactly how he is progressing.

Greist management is convinced that this plan is one of the answers to obtaining skilled craftsmen. Like so many other firms (in the not too-distant past) Greist was having a very difficult time hiring diemaker journeymen. Each interviewee seemed to have a specialty in a phase of tool and diemaking and very often this did not satisfy Greist's needs. Many men with long service as tool and diemakers had to be rejected because they would require training as Greist diemakers. Either they, or the Company, could not afford pay acceptable to both during the period of retraining.

The Greist Manufacturing Company is now training men in 4000 hours to become capable Class "C" Diemaker Journeymen, able to earn their "keep" at the going minimum wage.

*Train Diemakers to Match Your Specs. American Machine, October 31, 1957. R. W. Burgess

How Would You Decide?

By Fredrick H. Waterhouse
Counsel

♦ IS a general complaint by the union that the company has refused to abide by the requirements of the contract arbitrable?

Here's What Happened.

The union filed a list of complaints, seven in number, stating the company refused to permit union stewards or committeemen to investigate grievances, refused to discuss grievances, refused to accept written grievances, refused to release stewards or make arrangements for relief of stewards and committeemen to discuss grievances. The company claimed such charges were vague and indefinite and must be supported by citations of specific instances before the company could intelligently discuss them. The charges listed no individual employees or departments or stewards whom it claimed were discriminated against. In short, the union said the company wasn't living up to the agreement, but wouldn't give the company any specific incidents which it could investigate or remedy. The union just wanted to complain generally and have what it defined as a policy meeting to air its feelings. The company refused to entertain such a broad and indefinite charge and felt it was entitled to know more specifically just what incidents were complained against. The union, on the other hand, when requested by the company for such information, merely replied it wished the grievance to go to the next step until it finally reached arbitration. Such a claim and the absence of any specific incident deprived the alleged grievance of arbitrability said the company.

Can the union require the company to discuss subjects it claims are grievances when no specific incidents are mentioned?

The arbitration board ruled that, to intelligently evaluate the charges of the union the company had a right to more specific information. It pointed out that the charges filed by the union listed no individual employees, no departments and no union stewards who had been discriminated against. The grievance procedure is set up to resolve claimed violations of rights. A condition precedent to the assumption of jurisdiction by arbitrators, and the granting of relief by them, is the ob-

servance of the provisions of the grievance procedure. Since the company from the beginning has agreed to fulfill its obligations under the agreement and make every effort to settle any grievance where the union cites specific violations of the agreement, and since the union consistently neglects and refuses to inform the company of any specific violation, the board finds no authority under the agreement to arbitrate the grievances as submitted by the union.

Does a steward's top seniority apply to prevent his being transferred from the shift he represents?

Here's what happened.

In a particular department where there is a steward for the day shift and one for the night shift, layoffs were taking place. When the steward on the day shift was reached in the order of his "natural" seniority, rather than lay him off he was transferred to the night shift. The contract provided that trans-

fers from the day shift to the night shift would be made by seniority. It also had the customary provision for top seniority for stewards in the event of layoff for an indefinite period. The union claimed that since layoffs were being made which resulted in the necessity for transferring employees from the day shift to the night shift on a seniority basis, the steward's top seniority applied in such transfers rather than his "natural" seniority. The company claimed that top seniority of stewards applied only to layoffs and there was a separate clause governing transfers to the night shift and this clause did not mention top seniority for stewards. A transfer is not a layoff, said the company, and the stewards top seniority does not come in to play until he is reached on his "natural" seniority for layoff. A previous arbitration decision regarding the transfer of a steward from the day shift to the night shift was mentioned by the company, but the union countered with the claim that in the former case there were no layoffs reducing the work force and thus requiring transfers to the night shift whereas here the layoffs were directly responsible for the transfers.

Does the fact that layoffs made it necessary to transfer some employees from the day shift to the

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night shift give the steward top seniority to avoid such a transfer?

The arbitrator ruled that the provision granting top seniority to stewards applied only to protection against layoff. He reasoned that if top seniority had been intended to apply to transfers as well as layoff it should have been specifically so stated in the contract. Layoffs and transfers are dealt with separately and if top seniority was to apply to transfers there should be some clear indication of that intent. Furthermore, the union did propose such a change in the latest negotiations and the proposal was rejected by the company. All these circumstances led the arbitrator to the conclusion that steward's top seniority does not apply to transfers from one shift to another.

Is failure to pass a government welding certification test proper cause for demotion to lower graded welding job?

Here's what happened.

About five years ago the company started doing work for the U. S. Government involving Heliarc welding. As this was a new type of work and required periodic government testing and certification of the individual welders, the company sent the union

a letter agreeing that employees "engaged in learning or otherwise performing Heliarc Welding will not be required to accept any reduction in their rates." The employee in question was duly certified after passing the test and worked at Heliarc Welding. Later he failed to pass the Class A recertification test given by the Government and was thereupon demoted to a lower classification of welder with a reduction in hourly rate. The union claimed his rate could not be lowered under the terms of the letter originally given to the union by the company. The company claimed the letter was to cover a transition period when they were just learning and breaking into this new type of work. It also had sent the union a letter shortly before the grievant failed recertification to the effect that the original policy of no rate reduction was now withdrawn and employees must maintain their certified status to continue receiving the "Class A" rate. At the next testing period the grievant again passed the test and was recertified, but the union claimed he should have received the "Class A" rate during the six months he was in the lower classification.

Could the employee be demoted under these circumstances and

what wage rate was he entitled to get while uncertified?

The arbitrator ruled that the failure to pass the Class A recertification was proper cause for demotion to a lower welder classification, but in view of the original letter to the union assuring no reduction in wages, the demotion affected job duties only and not rate of pay. The company, said the arbitrator, could not unilaterally amend the agreement it had originally made that, in return for the uncertainty in this new project including the testing program, the welders would not be required to accept any reduction in their rate.

The Employee Asks What's in it For Me?

(Continued from page 14)

tion plan; features in the employee newspaper, Acme Steel News.

In other words, available tools of communication were viewed as part of an integrated program, designed 1) to make quality-consciousness an instinctive part of the employee's attitude toward his job, and 2) to show the employee how, by careless working procedures, he as an individual could hurt product quality and, hence, affect the security of his own job.

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It's important to note that Acme Steel did not discontinue the program at the first indication it was catching on, as so often happens. The quality program is today well into its third year. The first year's activities concentrated not on glib slogans but, rather, on specific examples of how attention to quality could mean money in employees' pockets. The second year's program went into how product quality could be impaired by careless use of equipment, abuse of machinery or the skipping of specific production steps in the interest of getting the job done quicker. Program activities now underway are showing specifically why customers may be dissatisfied with products they receive. And customer complaints are related through communications to specific plant practices that employees can do something about.

There appear to be several important lessons that industrial communicators can take from Acme Steel's experience:

- Basic attitudes are not changed quickly or easily. Repetition of the same theme is necessary—exploring fresh and human angles, each of which serves perhaps to illuminate only one small corner of a complicated subject. In this respect, there's a good deal to be learned from members of the advertising profession.
- You can't assume the cause is successful because immediate improvement is noticed. An immediate improvement may reflect not so much a permanent, sincere change in attitude as a temporary reaction to the novelty of your message.

It is not difficult to visualize a communications program similar to Acme Steel's, utilizing the employee publication as well as other communications devices, to tell employees about a multitude of other plant problems in plain plant talk.

The relative position of industrial communications in a company's business operations today boils down to this: If the company "spends" its communications space and time wisely, dollar-results can be achieved. On the other hand, if it chooses to devote the bulk of communications content to entertainment, plant gossip, or business information that no one's bothered to translate into simple, understandable language, then the effort to communicate is probably wasted. Communications should be considered an investment, and any company sponsoring a communications program of even the most limited scope would be well advised to decide what it expects in return.

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What are the differences in these letters?

A A A A A A

The compositors at New England Typographic Service in Bloomfield can tell the differences at a glance. It's part of the job . . . a job being done under an industrial lighting system which is planned for the specific seeing tasks.

Anywhere in the shop a man sees his work clearly and accurately. He moves from one location to another without having to pause to adjust his eyes to a difference in light. *Such pauses waste time and may be hazardous.* High levels of light carry illumination all the way to the floor. Because of the nature of the work, some shadowing is necessary in order to define shapes, relief and contours of letters. Those shadows are soft, diffuse and transparent.

Supplementary lighting is used at each machine and in areas where greatest attention to detail is demanded. The industrial power representative from your electric utility can help you with your lighting problems. He can help you to profit from the four benefits of good lighting . . . increased efficiency, reduced eye-strain or eye-fatigue, visual comfort and improved morale.

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THE HOUSATONIC PUBLIC SERVICE CO.
THE UNITED ILLUMINATING CO.

Public Relations

By A. Carl Messinger
Public Relations Director

♦ THE American Revolution, 1776, may be a bit nearer to New Englanders than to other Americans. But it is the revolution of 1932 that brought public relations most vividly into the consciousness of industry.

The trouble was, as John W. Hill writes in "Corporate Public Relations," "that many great leaders of industry and finance—the empire builders of America . . . regarded their companies as their own private play things. Too many appear to have been blissfully unaware of the gathering storms. Successful realists in so many ways, they failed in one respect: to remember that the final reality is always other people. By this oversight they helped to bring on the furies loosed against business in the great depression, backed by the full weight of public opinion."

During this American revolution, John Hill further points out, management lost its commanding leadership: "Men who lived by the political vote would now decide and determine, whether directly or indirectly, what was to be considered economically useful and rewarding and good, and what it was worth. . . ."

"This newly assumed power of society and its delegation to political representation was just the beginning. By use of tax formulae, the political power—always in behalf of society—could now assign a sliding scale of values to a given dollar, depending on how a corporation used it."

Are revolutions controlled by those who initiate them? Sometimes—but in this instance another force progressed rapidly. The politicians found it expedient to let organized labor build a machine of great strength. Today, as Congressman Gwinn of New York points out, 176 members of the House of Representatives are at least partially controlled by their heavy indebtedness to union organizations.

In the words of David Lawrence, "There is no political organization today comparable to that of the labor unions. Not only do they spend funds collected directly from the workers at the factories and actually pay expenses for electioneering which was classified as 'educational' in a Detroit case prosecuted by the Federal government, but they have a vast number of 'volunteers' who conduct the solicitation campaigns and bring workers to the polls."

From 1932 to the present, however, industry has become imbued with a new philosophy of public service. Industry spokesmen have become public relations conscious. As elements of the public, such as employees, suppliers, shareowners, customers and plant community, were treated with more consideration, public regard for industry has gradually risen.

Samuel Lubell, a public opinion analyst noted for accuracy, credits "the spectacular expansion of the middle class" to a growing conservatism in the nation. He says also, "Voters are consciously changing over to favor the 'party that's good for business'". Simultaneously, more wide-spread information is having an impact. In Gary, Indiana, a town in recession distress according to the statistics, a 22 year old man at the steel mill says "in the long run we've got to fight inflation. I discovered it with my war bonds, which weren't worth what I paid for them." A few decades ago, how many steel workers would have thought of inflation as a force in their personal lives?

For a long time industry and business shied away from public relations as a tool whose productivity could be measured in specific areas. The maxim "do good and let others know" seems to have summed up the public relations effort. Perhaps this is the way it should have been for that period, but

the indications now are that management is being forced to abandon the defensive posture.

With the 1958 recession, public relations can move into a new era. Top management, bedeviled by cost, personnel and selling problems, is now in a mood receptive to new approaches. Public relations—rightly used—can solve these problems.

Cost reduction, for example, is being successfully accomplished by enlisting employees in a cooperative effort.

The sales department is buttressed by productive publicity, dealer education and institutional advertising.

Union and tax demands that steadily erode profits and fire the flames of inflation are being met by "cards on the table" facts that are beyond dispute: productivity and its relationship to wages and prices; the long-term effect of taxes on jobs and payrolls; distribution of company income; the market place competition between companies.

General Electric is a leader in the field. But in many company publications you see slowly emerging economic education directed to the rank and file employees. At a recent meeting of public relations directors of state manufacturers associations, the subject of most interest was methods of activating management political participation and getting across economic facts to production workers with or without union cooperation.

Will it be necessary to build an industry COPE to furnish campaign workers material and money for state and federal political races? Perhaps, "Yes," in some cases; perhaps, "No," in others. Within both of the major political parties, it is practical to form nuclei of well-informed management representatives whose work from the precinct level up can have a profound

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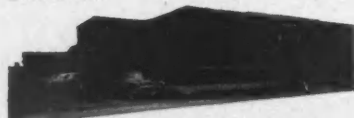
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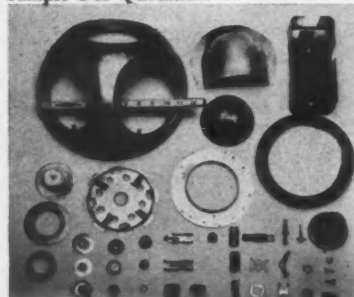
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influence. Production and white collar workers themselves, with increased property, savings accounts and pension funds invested in business and industry, are showing themselves to be profoundly receptive to economic information.

This is an arena of combat where the public relations man of skill, integrity and imagination can gain new respect.

Blue Ribbon Boxes By Warner Brothers

(Continued from page 8)

turn out up to 60,000 boxes an hour. A wide variety of paper stock is employed in the manufacture of these folding boxes, such as high gloss finishes, foil lined board as well as the more usual variety. All varieties of top and bottom closures are possible, engineered to comply with the requirements of the customer's filling machines.

Then, a full complement of extras are available—automatic machines for making the transparent acetate boxes or covers which display the contents inside while protecting them from soiling, cellophane windowing and the like. Of the hundreds of box manufacturers in the country few have such a variety of processes under one roof.

Offset Facilities Added

The newest addition to the company's facilities is its offset department. A Miehle printing press, capable of running 6,000 sheets an hour, was installed last year and supplements the letterpress department in packages where a high degree of reality in pictorial representation is required. Of particular application to food packages, offset printing reproduces color photographs so faithfully that the senses of smell and taste are stimulated from the sight.

Customer Service Program

Since box making equipment is fairly standard and available to all companies Warner's wanted something distinctive to set it apart from all others. So it has developed a unique program for service to customers.

Salesmen are carefully selected and are required to spend an extensive training period in the plant. They go through each operation in the Set-Up Department, the Folding Box department and the sample room and art department. Then they learn estimating. By the time they are ready to talk to a customer, they know precisely the possibilities and limitations of any suggested design. Also, they have become familiar with various loading machines which the customers may have in their plants, so they can tie

together the company's facilities with the customer's needs. Training is continued in service by sales clinics held periodically for all active salesmen.

Next, a package design service gives the customer the benefit of the latest display techniques. In the citation the National Paper Box Manufacturers Association gave on the DeJur Amsco box, they commented on the "new approach to packaging artwork in which bold colors create a billboard effect with purple, blue and black lettering on a white background." With literally thousands of packages vying for the consumer's attention, package design becomes a real selling tool in our increasingly self-service economy.

Many companies prefer to use their own package designers rather than avail themselves of the designing service offered by Warner's. The company is glad to work with anyone to produce the best possible result for the customer.

Supplementing the work of the designing art is a large and skillful sampling department which provides concrete examples of proposed boxes to the customer. Most of the members of this department have come up from the plant so have practical experience in production methods and can plan for the most economical layout of stock.

When a customer plans a major change in the design of all his containers, the team of sales, design and production goes into high gear. While Warner's is big enough to produce a large quantity of either folding or set up boxes quickly, it is small enough to allow personal contact between management and the customer. Top management in sales, and production meet with the designer and salesman to go over the presentation and then, as a team, present the proposal to the customer. At such a level, all questions can be answered authoritatively and promptly. Just as an added plus, the presentation usually contains suggested designs for advertising and sales literature, billboards for trucks and the like, to increase the public's awareness of product identification.

Customers Nationally Known

Warner's, as befits a company with a 70 year manufacturing history, has many long time customers besides those mentioned previously. Among the better known are The Remington Arms Co. of Bridgeport, well known manufacturers of sporting arms and ammunition, the Buxton Company, who produce leather goods, Penick & Ford, the makers of My-T-Fine desserts, John H. Breck, hair preparations of Springfield, Mass., Clairol of Stamford, whose quarter century of growth was reported

in the May issue of *Connecticut Industry* and Bridgeport's Remington Rand shavers.

Production Facilities

Machinery, equipment and buildings (a total of 190,000 sq. ft. of manufacturing space, of which a 90,000 sq. ft. brick and concrete building completed 10 years ago houses the folding box department) constitute an investment of \$15,000 per employee. However, since the most important factor in all plans for future development of an organization is people, Warner's has an informal apprentice training program in the production departments. Starting as floor men, capable young men work up through various stages of pressmen to positions of responsibility and skill. Seasoning the younger group are a large number of long service employees, 30 per cent with over 15 years employment, whose skill and stability contribute to the standard of quality which is the plus value in Warnercraft boxes.

Management, too, is the combination of youth and age required for a progressive organization. Officers include: Bradford G. Warner, general manager; Cameron Clark, Jr., assistant general manager; Frank Marchese, sales manager and John Van Ort, production manager.

Thus an old company in a highly competitive field has shown a sound record of progress through a new approach. Instead of selling boxes, Warner's joins an imaginative design department, a sample making group of tremendous experience and ability and an alert and forward-looking production team to a management that works in close contact with each—all with the objective of helping the customer develop a constructive packaging program.

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Old Dog—New Tricks

(Continued from page 9)

company in Knoxville, Tenn., which manufactures plastic goods as well as buttons.

In addition to making metal buttons for use on heavy duty work clothing, the Waterbury factory makes machines which "tack" the button to the garment. These machines are leased to garment manufacturers. Officials of the company have recognized that the demand for heavy duty work clothing and such buttons is gradually decreasing and for this reason they had been looking for diversified products for many years.

They met with only minor success until 1957 when they located MAGNELINE through the Product Development Corporation of Boston, a company which finds and evaluates new products for its clients.

"We were immediately interested in MAGNELINE," says Mr. Hart. "Every time we discussed it, we could think of new uses. We knew that we wanted to diversify into the electronic field but we didn't want to be limited to the ups and downs of military contracting. MAGNELINE was ideal because it had wide commercial, as well as military, applications."

Although Mr. Hart and his associates find their entrance into electronics exciting, they emphasize that they are not giving up the button business. They intend to continue at their present production rate for heavy duty work clothing and to bring out new products for other parts of the garment industry.

MAGNELINE is being manufactured at the Waterbury plant but is a distinctly separate operation, with its own research and production staff plus its own distribution organization.

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Worker's Total Environment Is Safety Engineer's Last Frontier

♦ A WORKER'S mother-in-law may be as much a cause of industrial accidents as an unsafe machine, William H. Seymour, senior vice president of Liberty Mutual Insurance Company, told the annual conference of the Connecticut Safety Society held in Bridgeport recently. On the other hand, Mr. Seymour said, an impossible boss or an unpleasant job may be the source of friction at home.

Mr. Seymour used these examples to show the close relationship between an individual's personal and working environment. Stresses and anxieties are not isolated experiences, he said, but continue from one sphere of activity to another. He said that the field of the whole man, as distinct from the "working man," or the "family man" was the last frontier left in safety work. He urged that an intensive and continuing study of it be made by every safety engineer.

Mr. Seymour said that industry would have to develop new techniques if it hoped to reach employees in their off-the-job activities. He warned at the same time that any attempt to monitor their private lives would be construed as paternalism or worse, and hence cause more problems than it would solve.

He pointed out that when Liberty Mutual's in-plant medical programs were first offered to employees many years ago, his company learned that the most effective way to reach an individual was not through mandatory programs, but rather by making readily available the facilities that can take care of his needs. These facilities, once comparatively simple, now run all the way from lending money with which an employee can pay his rent to providing counsel to salvage a collapsing marriage.

In addition to this, Mr. Seymour said that industry should make more extensive use of pre-employment examinations to determine the physical characteristics of the applicant in order to place him where he can work in the safest and most effective manner. He stressed the necessity of following up these examinations, not only to make sure that the employee is properly placed, but that he is using his tools properly.

As director of his company's loss prevention policies and head of its industrial research department, Mr. Sey-

mour has been concerned with the cause and cure of industrial accidents since 1921. Liberty Mutual is the nation's largest writer of workmen's compensation insurance, providing coverage for a large proportion of U. S. industrial employees.

Propane Popular Motor Fuel

♦ Propane as a motor fuel was introduced into the sales program of the Suburban Propane Gas Corporation, Whippany, N. J. at its 10th annual managers meeting at the Hotel Commodore. The first such installation has been made at a truck stop on the Boston Post Road in Milford, where truck drivers refuel their motors, refrigeration and/or cargo heaters.

In announcing this new Suburban service Mr. Anton, president, said that during the short space of three years propane as a motor fuel for industrial trucks has become widely accepted. Its many advantages, the greatest of which is low maintenance cost, are fast making this product desirable for larger automotive fleets.

Mr. Anton said that the installation in Connecticut will be followed by many other motor fuel dispensing units on the highways within Suburban Propane's operating area which extends along the East Coast from Maine to Florida.

Anderson-Nichols Forms Materials Handling Section

♦ E. Ross Anderson, senior partner, Anderson-Nichols & Company, consulting engineers, has recently announced the formation of the Materials Handling Section. Leonard J. Edel has been named manager of the section, which is located in the company's Boston offices. The organizing of this section is said to be a further extension of the company's policy to provide "a coordinated technical service to management."

The company, established in 1922, now embraces the architectural & engineering, management, industrial, machine design, research & development and technical publications sections, making available a unique reservoir of engineering knowledge and experience from which can be drawn the particular skills required for the solution of any kind of engineering assignment.

Mr. Anderson stated that the ma-

(Continued on page 56)

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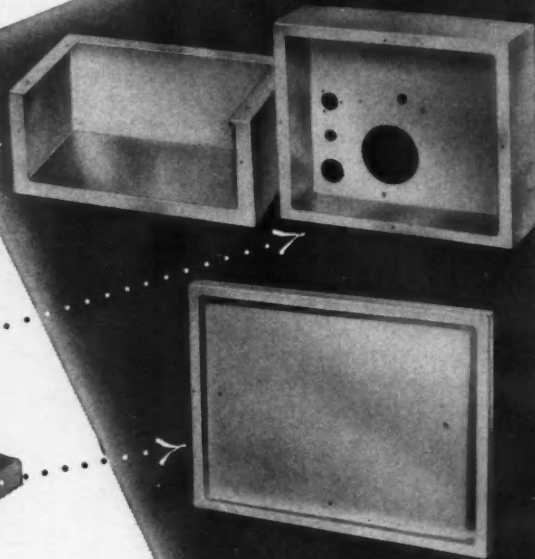
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- **ALUMINUM IS ALWAYS AVAILABLE OVERNIGHT FROM FRASSE.**

Perhaps aluminum can be *your* happy ending too. If you have a cost problem, why not profit from the experience of Frasse engineers? There's no obligation—simply write or call your nearest Frasse office. You may be glad you did.

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Accounting Hints

Contributed by

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Company Cars—Own Or Lease?

By JOHN R. SEAGREN, C.P.A.

♦ **MANAGEMENT** today is constantly under pressure to cut cost. They are deluged with facts and figures regarding everything they use, from the steel that goes into their product to the office machines that recapitulate the results of their operations. Accountants are frequently called upon to assist in the determination of what course of action a concern should take in a given situation to effect the desired saving.

One problem that is often posed to accountants is whether it would be better to lease automobiles for salesmen's and officer's use or to own them outright. It is not within the province of an article such as this to attempt to formulate any definite answer but merely an attempt to enumerate the points that should be considered.

When a company decides to investigate the possibilities of leasing an automobile, one of the first questions that comes to mind is "how much will it cost per month?". This question cannot be answered with one word. The leasing company must know how many cars are desired, the average mileage per car per year, the class of vehicle desired, etc. Naturally, the answer to each question has a bearing on the cost of the lease.

Generally, in the Hartford, Connecticut, area, the basic cost per month of leasing a low priced auto such as a Ford or Chevrolet is \$110.00 per month. For this monthly charge the lessee will receive a new eight cylinder automobile with automatic transmission, radio and heater. Autos equipped with standard transmission and without a radio lease for \$100.00 per month. The prices mentioned are not standard and will vary slightly from company to company. The term of the lease is usually a minimum of twelve months and many firms will not lease for less than an eighteen-month period. Any number of cars can be leased and there are a number of local firms to choose from, as well as many national firms operating in the area. It should be noted that the monthly charge is completely deductible for Federal Income tax purposes, unless, of course, the car is used partially for personal use.

The basic monthly charge is usually the only cost to the lessee except for gasoline used. Many leasing firms have now instituted a plan whereby the lessee will share the profit or loss upon the disposition of the vehicles leased, at the termination of the lease. Under this plan, in addition to the monthly charge, at the termination of the lease, the cars that are used are sold and any profit or loss to the leasing company (lessor) is passed on to the lessee.

Each unit may be driven up to 25,000 miles without any additional charge. If one drives more than the maximum, it will cost an additional two cents per mile. The lessee is allowed to pool the mileage on all the vehicles leased. For example, if four units are leased, the lessee would be

allowed to drive a total of 100,000 miles without any additional cost even though the actual mileage on one of the units exceeded 25,000 miles. If at least twenty units are leased, there is no limitation on the mileage.

All maintenance and repairs, including periodic lubrications, are performed by the leasing company at no cost to the lessee. Complete insurance coverage is provided which generally includes liability coverage for bodily injury of \$250,000 for each person, with a maximum of \$500,000 for each

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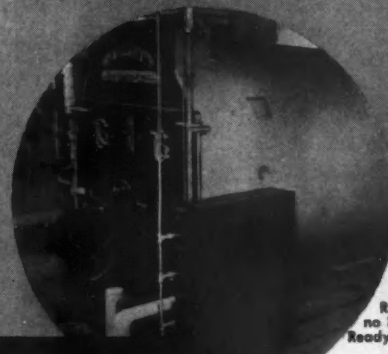
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occurrence, as well as coverage for property damage, collision insurance (with a fifty dollar deductible clause), and comprehensive coverage.

All property taxes and registration fees are paid for by the leasing company due to the fact that they retain title to the automobiles.

One of the most attractive features of leasing is that at the end of the lease, either twelve or eighteen months, the lessee will receive new cars without additional cost if he desires to renew the leasing contracts.

Most executives are probably more familiar with figures representing the cost of owning a fleet of automobiles than those related to leasing. The most important cost is the initial outlay of cash necessary to purchase the units. If the company is not in a good financial position, it will be necessary for them to borrow funds to purchase their autos, thereby restricting their working capital and borrowing power, as well as costing them more money to own the vehicles.

Having purchased a fleet of autos, the cost must be amortized over the expected useful life of the autos. This periodic provision for wear and tear is known as depreciation and is deductible for Federal Income tax purposes. For a corporation the Federal Income tax rates range from a minimum of thirty percent to a maximum of fifty-two percent. Any profit on the outright sale of the vehicles at the time of disposition is taxable at capital gain rates of only twenty-five percent. Any loss on the sale is deductible in full at ordinary rates. Therefore, it can be seen that a corporation could write the cost of the fleet off at the maximum fifty-two percent rate and pay a tax on the gain on the sale at the capital gain rate of only twenty-five percent. However, the taxpayer may be required to prove that the life used was reasonable. If the Internal Revenue Service determines that the write-off was too rapid, the corporation will be assessed additional taxes for the years involved, thereby reducing the benefits of the Capital Gain. It should also be noted that the above provision applies only to the sale of a vehicle. If it is traded for a new vehicle, any gain or loss is not recognized for income tax purposes in the year of trade but is accounted for by adjusting the cost of the new vehicle.

The operating expenses incident to maintaining a fleet of autos would include gas and oil, insurance, property taxes, registrations, maintenance costs, as well as repairs and replacement of equipment, such as tires and batteries.

The prior paragraphs have considered some of the basic items that should be evaluated when deciding

whether to purchase or lease your automobiles. The following hypothetical example serves to illustrate the method that could be employed when making your survey:

Corporation "A" has four salesmen who are presently driving company owned vehicles an average of 25,000 miles per year. The company feels that a Ford Custom 300 sedan with automatic transmission and a radio and heater are ideally suited for its needs. The estimated cost of leasing such a vehicle would be as follows:

Four units @ \$110.00 per month for twelve months	\$5,280.00
Gasoline (total mileage 100,000; average miles per gallon, 15; average cost per gallon, 30¢)	1,888.90
Total estimated cost of leasing fleet for one year	<u>\$7,168.90</u>

The estimated cost of owning the same four units would be:

Depreciation—Cost of four vehicles (approx.)	\$9,200.00; life of vehicle, 3 years; depreciation per year	3,066.67
Gasoline (same as for leased units)		1,888.90
Oil and lubrications		242.75
Property taxes		250.00
Registrations		24.00
Insurance		450.00
Miscellaneous repairs, tune-ups, etc. Estimated		500.00
Total estimated cost of owning fleet for one year		<u>\$6,422.32</u>

In the preceding example, using hypothetical figures, it would appear that it would be more economical to own the fleet than to lease it. It is at this point that the decision must rest with management. Knowing the expected costs of both methods and the advantages and disadvantages of both, it is their responsibility to decide whether or not it is worth the additional cost to lease. If the company has sufficient cash to purchase the fleet, then leasing may not seem advantageous. On the other hand, if it is hard pressed for cash, leasing may be the answer. The pros and cons of each method must be considered objectively and the solution ironed out within the particular company to suit the needs of that company.

Any company that is considering leasing should consult several firms in the area and determine exactly what it would cost in their particular situation to lease their fleet, then enumerate the costs incident to owning the same calibre of fleet and, with the aid of such information, decide for themselves which course to follow.

Business Tips

By Ruth B. Filip, Associate Professor
School of Business Administration, University of Connecticut

A Do-It-Yourself Check On Your Office Efficiency

♦ WE are all very much aware that a static situation is a rarity, if, indeed, one ever exists at all. Rather, change is the rule—change for better or worse. Office routines are not subject to any exemption, and if there are no periodic checks on your efficiency, the inevitable change could be taking place in the wrong direction.

This possibility can be avoided by bringing the current do-it-yourself vogue into the office. The following suggestions describe a plan for a self-administered check-up. Although only this area can be touched on here, it is obvious that increased productivity will result only if time saved is utilized to better advantage in the future.

The idea is to make a record of your activities while you are performing them, and the plan is applicable to all sorts of office desk work including that of the clerk or the stenographer as well as the various ranks of executives. Although, ideally, all of the people whose work must intermesh *should* cooperate in the study, a great deal can be gained even though only one soul with a zeal for self-analysis works on the program.

Two preliminary steps are necessary. One of them requires that you carefully select for study a week during which your activities are reasonably typical. The second is purely clerical in nature. Rule off several sheets of paper so that there is a block (1¼" by 2" is adequate) for each ten-minute interval of each hour of the week. The activities of half a day can easily be recorded on an 8½" by 11" sheet of paper.

With the blank forms prepared, you are then ready one bright Monday morning to collect your data. You simply (1) place the form on your desk in a prominent position as a reminder, (2) go about your usual duties, and in addition, (3) take a few seconds every ten minutes to write a few words describing the chief activities of the interval. Abbreviations and one-word descriptions will be more effective than details. If you work on the weekly report for half an hour beginning at 9:10, you'll write "wkly rpt" in the 9:10-9:20 section, followed by ditto marks in the next two blocks. And if you are interrupted, by the phone for example, you'll simply add this in the appropriate section along with the ditto marks.

During the period selected for the study, make your notations as completely and conscientiously as possible, but beyond this, give the procedure no thinking time. That will come later when you have completed the record for the week. Incidentally, there will still be much to be learned from your record even if it is not quite complete.

When the week of recording activities is over, what are some of the areas which may be searched to discover possible losses of time? For one thing, time-consuming interruptions to the flow of work may show up. When two or more workers are assigned different sections of a given job, one may be held back because another has not completed his part. This may happen between workers of equal rank or on the vertical scale of the office hierarchy. For example, it may be shown that an executive is delayed unnecessarily because data on

which he must base his decisions are late in reaching him. Then, too, the plan—or lack of one—for handling correspondence is a frequent offender. At least, the time study chart will show clearly the peak hours for telephone calls and personal interviews. Such periods should be avoided when setting a time for dictation. Obviously that is particularly important when dictation is given to a secretary rather than to a dictating machine, since in the former instance, one interruption stops the work of two people.

A survey may also reveal the sad fact that some duties are being duplicated. This is particularly true of offices which are experiencing growing pains. I know of one office, for instance, in which three people, working within fifty feet of each other, are keeping the same set of records. Further, should you pursue the analysis into the purposes of your activities, the conclusion may be reached that some duties are not necessary at all.

While some tasks are either unnecessary or repeated unnecessarily, the study may show that certain jobs, which according to the dictates of reason should be performed daily, are being performed spasmodically or not at all. An obvious instance is the care of

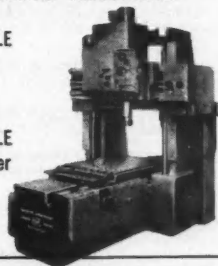
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Aircraft Engines		Audio-Visual Equipment		Hartford Belting Co	Hartford
Lycoming Division Avco Manufacturing Corp	Stratford	Victor Animatograph Corp a div of Kalart (16mm sound and silent projectors; 35mm filmstrip and sound slide film projectors)	Plainville	Russell Mfg Co (High Speed Endless, Laminated Rubber, Roll Stock all types)	Middletown
Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft)	East Hartford	Automatic Buffing & Polishing Machines		Bends—Pipe or Tube	
Aircraft Fasteners		Harper Buffing Machine Company The	East Hampton	National Pipe Bending Co The	160 River St New Haven
Bland Burner Co The Thread Products Div	Hartford	Auto Cable Mousing		Bicycle Coaster Brakes	
Scovill Manufacturing Company (PANELOC Aircraft Fasteners)	Waterbury	Wiremold Company The	Hartford	New Departure Div General Motors Corp	Bristol
Aircraft Instruments		Automatic Control Instruments		Bicycle Sundries	
Gorn Electric Company Inc	Stamford	Bristol Co The (temperature, pressure, flow, humidity, time)	Waterbury	New Departure Div General Motors Corp	Bristol
Aircraft—Repair & Overhaul		Automotive Bodies		Blackening Salts for Metals	
Airport Department Pratt & Whitney Aircraft Division	Rentschler Field East Hartford	Metropolitan Body Company	Bridgeport	Enthone Inc	New Haven
Aircraft Studs & Bolts		Automotive Parts		Mitchell-Bradford Chemical Co	Milford
Britton Mfg Co Inc	Hartford	Bridgeport Thermostat Div	Robertshaw—Milford	Black Oxide Finishing	
Aircraft Test Equipment		Fulton Controls Co (automobile thermostats)	Milford	Black Oxide Inc	New Britain
United Manufacturing Co Division of The W L Maxson Corp	Hamden	Eis Manufacturing Co (Hydraulic and Mechanical)	Middletown	Black Oxide Treatment	
Alumilite Aluminum Sheets		Raybestos Division of Raybestos-Manhattan Inc (Brake Lining, Lined Brake Shoes, Clutch Facings, Automatic Transmission Parts, Fan Belts, Radiator Hose and Miscellaneous Rubber)	Bridgeport	Bennett Metal Treating Co The	Elmwood
Leed Co The H A	Hamden	Automotive & Service Station Equipment		1045 New Britain Ave	
Aluminum Bronze Castings		Scovill Manufacturing Company (Canned Oil Dispensers)	Waterbury 91	Blades	
Knapp Foundry Company Inc	Guilford	Automotive Tools		Capewell Manufacturing Company Metal Saw Division (hack saw and band saw)	Hartford
Aluminum Castings		Eis Manufacturing Company	Middletown	Blocks	
Aluminum Castings		Bags—Paper		Howard Company (cupola fire clay)	New Haven
Aluminum Castings		Continental Can Co Paper Container Div	Kensington	Blower Fans	
Aluminum Castings		Blowdown		Colonial Blower Company	Plainville
Aluminum Castings		Blowdown		Spencer Turbine Co The	Hartford (Adv.)

IT'S MADE IN CONNECTICUT

Blower Systems

Colonial Blower Company Plainville
Ripley Co Middletown

Blower Wheels

Torrington Manufacturing Company The Torrington

Blueprints and Photostats

Joseph Merritt & Co Hartford

Boilers

Bigelow Co The New Haven

Bolts and Nuts

Clark Brothers Bolt Co Milldale

Boring Tools

Atrax Company The (solid carbide) Newington

Box Board

Bird & Son Inc New Britain

Continental Can Co., Boxboard and Folding Carton Division Montville

Federal Paper Board Co Inc Montville, New Haven & Versailles

Lydall & Foulds Paper Co The Manchester

New Haven Board & Carton Co The New Haven

Robertson Paper Box Co Montville

Boxes

Bird & Son Inc (corrugated, solid fibre, cleated containers) New Britain

Connecticut Container Corporation New Haven

Continental Can Co., Fibre Drum and Corrugated Box Division Portland

Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes) Durham

Middletown Mfg Co (metal) Middletown

Warner Bros Co The (Acetate, Paper, Acetate and Paper Combinations, Counter Display, Setup) Bridgeport

Boxes and Crates

City Lumber Co of Bridgeport Inc The Bridgeport

Boxes—Folding

Leshine Carton Co Branford

Boxes—Metal

Merriam Mfg Co (Bond and Security, Cash and Utility, Personal Files and Drawer Safes) Durham

Scovill Manufacturing Company (aluminum, brass, bronze, copper-cosmetic, drug, hair pin, ointment, pill, powder, rouge, vanity) Waterbury

Boxes—Paper—Folding

Atlantic Carton Corp Norwich

Bridgeport Paper Box Co Bridgeport

Carpenter-Hayes Paper Box Co Inc East Hampton

Continental Can Co., Boxboard and Folding Carton Division Montville

Curtis & Sons Inc S Sandy Hook

Folding Cartons Incorporated (paper, folding) Versailles

H J Mills Inc Bristol

National Folding Box Co Div Federal Paper Board Co Inc (paper folding) New Haven and Versailles

New Haven Board & Carton Co The New Haven

Robertson Paper Box Co Montville

Warner Bros Co The Bridgeport

Boxes—Paper—Setup

Bridgeport Paper Box Co Bridgeport

Heminway Corporation The Waterbury

H J Mills Inc Bristol

Strouse Adler Company The New Haven

Warner Bros Co The Bridgeport

Brake Cables

Eis Manufacturing Co Middletown

Brake Linings

Raybestos Division of Raybestos-Manhattan Inc (Automotive and Industrial) Bridgeport

Russell Mfg Co (all types, Fused Fabric, Durak, Wireback, Extruded) Middletown

Brake Service Parts

Eis Manufacturing Co Middletown

Brass & Bronze

American Brass Co The (sheet, wire, rods, tubes) Waterbury

Bridgeport Rolling Mills Company (coil, sheet, strip) Bridgeport

Bridgeport Brass Company (sheet, rod, wire and tubing) Bridgeport

Bristol Brass Corp The (sheet, wire, rods) Bristol

Chase Brass & Copper Co Waterbury

Miller Company The (phosphor bronze and brass in sheets, strips, rolls) Meriden

Plume & Atwood Mfg Co The (sheet, wire, rod) Thomaston

Scovill Manufacturing Company Waterbury 91

Seymour Mfg Co The (strip, sheet & wire) Seymour

Tinsheet Metals Co The (sheets and rolls) Waterbury

Western Brass Mills Division of Olin Industries Inc (sheet, strip) New Haven

Brass & Bronze Ingot Metal

Mitchell Smelting & Refining Co Inc Botsford
Plume & Atwood Mfg Co The Thomaston
Whipple and Choate Company The Bridgeport

Brass, Bronze, Aluminum Castings

Derby Castings Company, The Seymour
Victors Brass Foundry Inc Guilford

Brass Goods

American Brass Company The Waterbury

Plume & Atwood Mfg Co The (to order) Waterbury

Rostand Mfg Co The (Ecclesiastical Brass Wares) Milford

Scovill Manufacturing Company (to order) Waterbury 91

Western Brass Mills Div Olin Mathieson Chemical Corp New Haven

Brass Mill Products

American Brass Company The Waterbury

Bridgeport Brass Co Bridgeport

Chase Brass & Copper Co Waterbury

Plume & Atwood Mfg Co The Thomaston

Scovill Manufacturing Company Waterbury 91

Western Brass Mills Div Olin Mathieson Chemical Corp New Haven

Breathing Equipment

Cycle-Flo Company The Milford

Brick-Building

Donnelly Brick Co The New Britain

Bricks—Fire

Howard Company New Haven

Mullite Works Refractories Div H K Porter Co Inc Shelton

Bright Wire Goods

Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C H Hooks) New Haven

Broaching

Hartford Special Machinery Co The Hartford

Bronze & Aluminum Castings

Knapp Foundry Company Inc (rough or machined) Guilford

Bronze Sand Castings

Bridgeport Deoxidized Bronze Corp Bridgeport

Brooms—Brushes

Fuller Brush Co The Hartford

Buckles

B Schwanda & Sons Staffordville

Hawie Mfg Co The Bridgeport

North & Judd Manufacturing Co New Britain

Patent Button Co The Waterbury

Risdon Manufacturing Co John M Russell Div Naugatuck

Buffing & Polishing Compositions

Apothecaries Hall Company Division The Hubbard Hall Chemical Company Waterbury

Lea Mfg Co Waterbury

Building Materials

City Lumber Co of Bridgeport Inc Bridgeport

Burners

Plume & Atwood Mfg Co The (kerosene oil lighting) Thomaston

Burners—Automatic

Peabody Engineering Corporation Stamford

Burners—Coal and Oil

Peabody Engineering Corporation (Combined) Stamford

Burners—Gas

Peabody Engineering Corporation (Blast Furnace) Stamford

Burners—Gas and Oil

Peabody Engineering Corporation (Combined) Stamford

Burners—Refinery

Peabody Engineering Corporation (For Gas and Oil) Stamford

Burnishing

Abbott Ball Co The (Burnishing Barrels and Burnishing Media) Hartford

Pioneer Steel Ball Company Inc (balls, cones, other metallic shapes) Unionville

Burs

Atrax Company The (carbide) Newington

Pratt & Whitney Co Inc West Hartford

Busways

Distribution Assemblies Department General Electric Co Plainville

Buttons

B Schwanda & Sons Staffordville

Frank Parizek Manufacturing Co The Putnam

Patent Button Co The Waterbury

Scovill Manufacturing Company (Uniform and Tack Fasteners) Waterbury 91

Waterbury Companies Inc (Uniform and Fancy Dress) Waterbury

Cabinet Work

Hartford Builders Finish Co Hartford

Cable—Asbestos Insulated

Rockbestos Products Corp New Haven

Cable-Interlocked Armor

General Electric Company Bridgeport

Cable—Nonmetallic Sheathed

General Electric Company Bridgeport

Cable—Service Entrance

General Electric Company Bridgeport

Cages

Andrew B Hendryx Co The (bird and animal) New Haven

Cams

American Cam Company Inc Hartford

Hartford Special Machinery Co The Hartford

Rowbottom Machine Company Inc Waterbury

Cams, 2 Dimensional

Mallory Industries, Inc. West Hartford

Parker-Hartford Corporation Hartford

Cams, 3 Dimensional

Mallory Industries, Inc. West Hartford

Parker-Hartford Corporation Hartford

Canvas Products

F B Skiff Inc Hartford

Capacitors

Electro Motive Mfg Co Inc The (mica & trimmer) Willimantic

Carbide Drawing Dies

State Products Co (eyelet special shape dies) Oakville

Carbide Shape Dies

Thomaston Tool & Die Co (any form) Thomaston

Carbide Tools

Atrax Company The (solid) Newington

Precision Tool & Die Co Waterbury

Carbon Pile Type Resistors

Engineered Metals Manchester

Card Clothing

Standard Card Clothing Co The (for textile mills) Stafford Springs

Card Indexes

Wassell Organization Inc Westport

Carpenter's Tools

Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vices) New Haven

Carpet

B F Goodrich Sponge Products Division Shelton

Carpet Cushion

B F Goodrich Sponge Products Division Shelton

Carpets and Rugs

Bigelow-Sanford Carpet Co Thompsonville

Carton Closure Equipment

Better Packages Inc ("Tape-O-Matic," "Better Pack") Shelton

Casters

Bassick Company The (Industrial and General) Bridgeport

Castings

Connecticut Foundry Co (grey iron) Rocky Hill

Connecticut Malleable Castings Co (malleable iron castings) New Haven

Ductile Iron Foundry Inc Stratford

Eastern Malleable Iron Company The (malleable iron, metal and alloy) Naugatuck

Farrel-Birmingham Company Inc (Meehanite, Nodular, Iron, Steel) Ansonia

H R Engineering Laboratories Inc (centrifugal, steel mold) East Haddam

Hartford Electric Steel Corp The (carbon, low alloy and stainless steel castings) Hartford

Plainville Casting Company (gray, alloy and high tensile irons) Plainville

Malleable Iron Fittings Co (malleable iron and steel) Branford

McLagon Foundry Co (grey iron) New Haven

Newton-New Haven Co (zinc and aluminum) 588 Third Ave West Haven

Nutmeg Crucible Steel Co (steel) Branford

Producto Machine Company The (Brass & Bronze) Bridgeport

Scovill Manufacturing Company (Brass & Bronze) Waterbury 91

Turner & Seymour Mfg Co The (gray iron, semi steel and alloy) Torrington

Union Mfg Co (grey iron & semi steel) New Britain

Waterbury Foundry Company The (highway & sash weights) Waterbury

Wilcox Crittenden & Co Inc (gray iron and brass) Middletown

(Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Castings—Investment
Arwood Precision Casting Corp Groton

Cements—Refractory
Mullite Works Refractories Div H K Porter Co Inc Shelton

Centerless Grinding
Winsted Centerless Co Winsted

Centers
Ready Tool Co The (anti friction, carbide tipped, high speed) Stratford

Centrifugal Pumps
Hamco Inc (gasoline or electric driven) New Haven

Cermets
Russell Mfg Co (for missiles, and for friction materials) Middletown

Chain
Riaden Manufacturing Co John M Russell Div Naugatuck
Turner and Seymour Mfg Co The (weldless, sash, jack, safety, furnace, universal, lion and cable) Torrington

Chain—Bead
Auto-Swage Products Inc Shelton
Bead Chain Mfg Co The Bridgeport

Chain—Power Transmission and Conveying
Whitney Chain Company Hartford

Chairs
The Hitchcock Chair Company Riverton

Chemical Manufacturing
Carwin Company The North Haven

Chemicals
Apothecaries Hall Company Division The Hubbard Hall Chemical Company Waterbury
Axton-Cross Co Shelton
Carwin Company The North Haven
Macalaster Bicknell Company New Haven
MacDermid Incorporated Waterbury
Naugatuck Chemical Division United States
Rubber Co Naugatuck
New England Lime Company Canaan
Pfizer & Co Inc Groton
United States Chemical Corp (maintenance and powdered hand soap, floor waxes, cleaners, disinfectants, fuel additives) New Haven

Chemicals—Agriculture
Naugatuck Chemical Division United States Rubber Co (insecticides, fungicides, weed killers) Naugatuck

Christmas Light Clips
Foursome Manufacturing Co Bristol

Chromium Plating
Chromium Corp of America Waterbury
Chromium Process Company The Shelton

Chucks
Cushman Chuck Co The Hartford
Jacobs Manufacturing Co The West Hartford
Union Manufacturing Company New Britain

Chucks—Drill
Jacobs Manufacturing Co The West Hartford

Chucks & Face Plate Jaws
Cushman Chuck Co The Hartford
Union Mfg Co New Britain

Chucks—Power Operated
Cushman Chuck Co The Hartford
Union Manufacturing Company New Britain

Circuit Breakers
Circuit Protective Devices Dept., General Electric Co. Plainville

Circulating Pumps
Corley Co Inc The Plainville

Clay
Howard Company (Fire Howard "B" and High Temperature Dry) New Haven

Cleaning Compounds
Enthone Inc (Industrial) New Haven

Cleansing Compounds
MacDermid Incorporated Waterbury

Clock Mechanisms
Lux Clock Mfg Co The Waterbury

Clocks
E Ingraham Co The Bristol
Seth Thomas Clocks Thomaston

Clocks—Alarm
United States Time Corporation The Waterbury

Clocks—Automatic Cooking
Lux Clock Mfg Co The Waterbury

Clutches
Snow-Nabstedt Gear Corp The New Haven

Clutch Facings
Raybestos Division of Raybestos-Manhattan Inc (Molded, Woven, Semi-metallic and Full-metallic) Bridgeport
Russell Mfg Co (rubber Shock Cord—all sizes and types) Middletown

Coatings
Bischoff Chemical Corporation (Peelable Plastic Coatings) Ivoryton

Coil Winding Machines
Boesch Mfg Co Inc Danbury

Coils—Electric
Bittermann Electric Company Canaan

Coils—Pipe or Tube
National Pipe Bending Co The 160 River St New Haven
Whitlock Manufacturing Co The Hartford

Cold Molded Electrical Insulation
Meriden Molded Plastics Meriden

Commercial Heat Treating
A F Holden Company The 52 Richard St West Haven

Commercial Truck Bodies
Metropolitan Body Company Bridgeport

Compacts
Scovill Manufacturing Company (powder and rouge) Waterbury

Comparators
Pratt & Whitney Co Inc (Electro-limit and Air-O-Limit) West Hartford

Compressors
Norwalk Company Inc (high pressure air and gas) South Norwalk

Computers
Newton Co The (electronic) Manchester
Reflectone Corporation The Stamford

Concrete Products
Plastricrete Corp Hamden

Condenser and Heat Exchanger Tubes
Bridgeport Brass Company Bridgeport
Scovill Manufacturing Company Waterbury

Cones
Sonoco Products Co (Climax-Lowell Div) (Paper) Mystic

Connector
Gora Electric Co, Inc (precision miniature electrical and printed circuit) Stamford

Consulting Engineers
McNeal J D (Electrical and Electronic) New Haven
Stanley P Rockwell Co Inc The (Consulting) 296 Homestead Ave Hartford

Continuous Mill Gages
Pratt & Whitney Co Inc West Hartford

Contract Machining
Laurel Mfg Co Inc (Precision Production Small Parts) Plainville
Malleable Iron Fittings Company Branford

Contract Manufacturers
Fenn Mfg Co The (Precision Machine Work) Newington
Greist Mfg Co The (metal parts and assemblies) 503 Blake St New Haven
Merriam Mfg Co (production runs—metal boxes and containers to specifications) Durham
Plume & Atwood Mfg Co The (metal parts and assemblies) Thomaston
Scovill Manufacturing Company (metal parts and assemblies) Waterbury 91
J H Sessions & Son Bristol

Controllers
Bristol Company The Waterbury
Manning Maxwell & Moore Inc Stratford

Controls—Remote
Panish Controls (Remote Controls for Marine & Aeronautic Applications) Bridgeport

Controls Remote, Hydraulic
Sperry Products Inc Danbury

Converters DC to AC
Electric Specialty Co Stamford

Conveyer Systems
Hayes-Te Equipment Corp Connecticut Conveyer Division (Conn-Veyor) Unionville
Leeds Conveyer Mfg Co The East Haven
Production Equipment Co Meriden

Copper
American Brass Corp The (sheet, wire, rods, tubes) Waterbury
Bridgeport Brass Company (sheet, rod, wire and tubing) Bridgeport
Bristol Brass Corp The (steel) Bristol
Chase Brass & Copper Co (sheet, rod, wire tube) Waterbury
Thinsheet Metals Co The (sheets and rolls) Waterbury
Western Brass Mills Div Olin Mathieson Chemical Corp New Haven

Copper Castings
Knapp Foundry Company Inc Guilford

Copper Sand Castings
Bridgeport Deoxidized Bronze Corp Bridgeport

Copper Sheets
American Brass Company The Waterbury
New Haven Copper Co The Seymour

Copper Shingles
New Haven Copper Co The Seymour

Copperware
Bridgeport Brass Company (cooking utensils) Bridgeport

Copper Water Tube
American Brass Company The Waterbury
Bridgeport Brass Co Bridgeport

Cord
Russell Mfg Co The (marine & aero shock) Middletown

Cords—Asbestos Insulated
General Electric Company Bridgeport

Cords—Braided
General Electric Company Bridgeport

Cords—Heater
General Electric Company Bridgeport

Cords—Portable
General Electric Company Bridgeport

Cord Sets—Electric
General Electric Company Bridgeport
Seeger-Williams Inc Bridgeport

Cork Cots
Sonoco Products Co (Climax-Lowell Div) Mystic

Correspondence Files
Wassell Organization Inc Westport

Corrugated Box Manufacturers
Connecticut Container Corporation New Haven
Corrugated Containers Inc Hartford

Corrugated Shipping Cases
Connecticut Container Corporation New Haven
Continental Can Co., Fibre Drum and Corrugated Box Division Portland
D L & D Container Corp 87 Shelton Ave New Haven

Cosmetic Containers
Eyelet Specialty Co The Waterbury
Plume & Atwood Mfg Co The (metal) Thomaston

Cosmetics
Scovill Manufacturing Company Waterbury

Cotton and Asbestos Wicking
Bland Burner Co The Hartford

Counting Devices
Veeder-Root Inc Hartford

Couplings
Scovill Manufacturing Company (hose and tube) Waterbury

Crushers
Farrel-Birmingham Company Inc (Stone and Ore) Ansonia

Cups—Paper
Continental Can Co Paper Container Div Kensington

Cushioning for Packaging
B F Goodrich Sponge Products Division Shelton
Gilman Brothers Co The Gilman

Cut Stone
Dextone Company New Haven

Cutters
Atrax Company The (solid carbide) Newington
Mitrasonic Co The (ground pinion) Torrington

Cutting & Creasing Rule
Pratt & Whitney Co Inc (Milling Cutters all types) West Hartford
Bartholomew Co H J Bristol

Decalcomanias
Sirocco Screenprints New Haven

Deep Hole Drilling & Reaming
Hamden Deep Hole Drilling Co Hamden
Wilson Arms Co The Hartford (Advt.)

IT'S MADE IN CONNECTICUT

Deep Drawings
Stanley Pressed Metal New Britain

Delayed Action Mechanism
M H Rhodes Inc Hartford
R W Cramer Company Inc The Centerbrook

Deminerallizers
Crystal Research Laboratories Hartford

Design
Designers for Business and Industry (product design-appearance) New Haven

Design & Drafting Service
Smith & Winchester Mfg Co The South Windham

Diamonds—Industrial
Diamond Tool and Die Works Hartford

Dictating Machines
Dictaphone Corporation Bridgeport
Gray Manufacturing Company The Hartford
SoundScriber Corporation The New Haven

Die Cast Dies
C & F Tool & Die Corp Bridgeport

Die Castings
Newton-New Haven Co Inc New Haven

Die Casting Dies
ABA Tool & Die Co Manchester
Eastern Machine Screw Corp The Truman & Barclay Sta New Haven
Weimann Bros Mfg Co The Derby

Die Heads—Self Opening
Eastern Machine Screw Corp The New Haven
Geometric Tool Division, Greenfield Tap & Die Corp New Haven

Die Polishing Machinery
Hartford Special Machinery Co The Hartford

Die Sets
Pratt & Whitney Co Inc (Precision) West Hartford
Producto Machine Company The Bridgeport
Union Mfg Co (precision, steel and semi-steel) New Britain

Die Sinks
Pratt & Whitney Co Inc West Hartford

Dies
Hoggson & Pettis Mfg Co The 141 Brewery St New Haven
Mitrametric Co The (ground for gears) Torrington
Pratt & Whitney Co Inc (Monocone and Ducone Dies) West Hartford

Dies & Die Cutting
Douglas Co Geo M New Haven

Display Containers
National Folding Box Co Div Federal Paper Board Co Inc (folding paperboard) New Haven and Versailles

Displays—Design & Production
Ad-Craft Displays, Inc. Bloomfield
Stifel & Kufia New Britain

Displays—Metal
Durham Mfg Co The (Designing & Mfg to customers' specifications) Durham
Merriam Mfg Co (Contract Work to Individual Specifications) Durham
Parsons Co Inc W A (custom designed)

Distribution Centers
Distribution Assemblies Department, General Electric Co Plainville

Door Closers
Sargent & Company New Haven
Yale & Towne Mfg Co The Stamford

Doors
Bilco Co The (metal, residential and commercial) West Haven

Dowel Pins
Allen Manufacturing Co The Hartford
Holo-Krome Screw Corp The West Hartford

Drafting Accessories
Joseph Merritt & Co Hartford

Draft Inductors
Corley Co Inc The Plainville

Drill Presses
Townsend Mfg Co The H P Elmwood

Drilling Machines
Howe & Fant Inc (Turret Type) East Norwalk
Pratt & Whitney Co Inc (Deep Hole) West Hartford

Drilling and Tapping Machinery
Hartford Special Machinery Co The Hartford

Drop Forgings
Atwater Mfg Co Plantsville
Billings & Spencer Co The Hartford
Consolidated Industries West Cheshire
Wilcox Crittenden & Co Inc Middletown

Druggists' Rubber Sundries
Seamless Rubber Company The New Haven

Duplicating Machines—Automatic
Pratt & Whitney Co Inc West Hartford

Duplicator Tables
Regent Machine Co Bridgeport

Elastic
Russell Mfg Co (rubber shock cord—all sizes and types) Middletown

Electric Cables
General Electric Company (for residential, commercial and industrial applications) Bridgeport
Rockbestos Products Corp (asbestos insulated) New Haven

Electric Cord Springs
Bristol Spring Manufacturing Co Plainville

Electric Cords
General Electric Company Bridgeport
Rockbestos Products Corp (asbestos insulated) New Haven

Electric Eye Control
Ripley Company Inc Middletown

Electric Fixture Wire
Rockbestos Products Corp (asbestos insulated) New Haven

Electric Hand Irons
Winsted Hardware Mfg Co (trade mark "Durabilt") Winsted

Electric Heating Elements
Hartford Element Co Hartford

Electric Ignition Harnesses
General Electric Company Bridgeport

Electric Insulation
Case Brothers Inc Manchester
Stevens Paper Mills Inc The Windsor

Electric Lighting Fixtures
Fan-Craft Mfg Co (residential, church, post lanterns) Plainville
Plume & Atwood Mfg Co The Thomaston
Wasley Products Inc Plainville

Electric Motor Controls
Arrow-Hart & Hegeman Electric Co The Hartford

Electric Signs
Berger Sign Co Hartford

Electric Switches
Arrow-Hart & Hegeman Electric Co The Hartford

Electric Time Controls
Cramer Controls Corporation The Centerbrook

Electric Underfloor Duct System
General Electric Company Bridgeport

Electric Wire
General Electric Company Bridgeport
Rockbestos Products Corp (asbestos insulated) New Haven

Electric Wiring Devices
Arrow-Hart & Hegeman Electric Co The Hartford

Electrical Appliances
Iona Manufacturing Company The Manchester

Electrical Conduit Fittings & Grounding Specialties
Gillette-Vibber Company The New London

Electrical Control Apparatus
Plainville Electrical Products Co The Plainville

Electrical Motors
Electric Specialty Co Stamford
Iona Manufacturing Company The Manchester
U S Electrical Motors Inc Milford

Electrical Recorders
Bristol Co The Waterbury

Electrical Relays and Controls
Allied Control Co Plantsville

Electrical Switchboards
Plainville Electrical Products Co The Plainville
Pneumatic Applications Co Simsbury

Electrical Test Equipment
McNeal J D New Haven

Electrical Wiring Systems
Wiremold Co The Hartford

Electronic Parts
Patent Button Company The Waterbury
Prentice Mfg Co The G E (stampings to customers' specifications) Kensington
Terryville Manufacturing Co (Stampings to customer specifications) Terryville

Electronics
Gray Manufacturing Company The Hartford
McNeal J D New Haven
Middletown Mfg Co (metal cabinets, chassis panels, brackets, cases) Middletown
Newton Co The Manchester
Ripley Co The Middletown
Sturup Larabee & Warmers Inc Middletown

Electroplating
Giering Metal Finishing Inc Hamden
National Sherardizing & Machine Co Hartford
Waterbury Plating Company Waterbury

Electroplating—Equipment & Supplies
Apothecaries Hall Company Division The Hubbard Hall Chemical Company
Comco Inc Div of Enthone Inc Waterbury
Lea Manufacturing Co The New Haven
MacDermid Incorporated Waterbury

Electroplating Processes & Supplies
Enthone Inc New Haven

Electrotypes
Barnum-Hayward Electrotype Co Inc New Haven
Lockwood Sons Inc Wm H Hartford
New Haven Electrotype Div Electrographic Corp New Haven

Elevators
Eastern Elevator Co (passenger and freight) New Haven
General Elevator Service Co Hartford

Enameling
Giering Metal Finishing Inc Hamden
Waterbury Plating Company Waterbury

Enamels & Lacquers
Dobbs Chemical Co The (industrial finishes to customers' specifications) New Haven

End Milling Cutters
Pratt & Whitney Co Inc West Hartford

End Mills
Atrax Company The (solid carbide) Newington

Engraving—Plastic and Nonferrous Metals
Salisbury Products Inc Lakeville

Envelopes
Curtis 1000 Inc Hartford
United States Envelope Company Hartford Division Hartford

Envelopes—Stock and Special
Continental Can Co Paper Container Div Kensington

Extractors—Tap
Walton Company The West Hartford (Advt.)

IT'S MADE IN CONNECTICUT

Extruders and Accessories
Standard Machinery and Davis-Standard Divisions of Franklin Research Corp Mystic

Eyelets
American Brass Company The Waterbury
Mark Eyelet & Stamping Co (small-metal stampings) Wolcott
Platt Bros & Co The P O Box 1030 Waterbury
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company Waterbury 91
Stevens Co Inc Waterbury
Waterbury Companies Inc Waterbury
Eyelets, Ferrules and Wiring Terminals
American Brass Company The Waterbury
Waterbury Companies Inc Waterbury

Eyelet Machine Products
American Brass Company The Waterbury
Ball & Socket Mfg Co The West Cheshire
Cold Forming Mfg Co The Waterbury
Plume & Atwood Mfg Co The Thomaston
Stevens Co Inc Waterbury
Waterbury Companies Inc Waterbury

Fabricators
Scovill Manufacturing Company (aluminum, brass, bronze, copper, steel) Waterbury

Fabrics
Russell Mfg Co (Teflon, Moulded Fabric, Bearing Surfaces, High Temperature Fabrics) Middletown

Fan Blades
Torrington Manufacturing Company The Torrington

Fancy Dress Buttons and Buckles
Waterbury Companies Inc Waterbury

Fans—Electric
General Electric Company Bridgeport

Fasteners—Aircraft
Scovill Manufacturing Company (PANELOC Aircraft Fasteners) Waterbury

Fasteners—Laundry Proof
Scovill Manufacturing Company (GRIPPER snap fasteners) Waterbury

Fasteners—Slide & Snap
G E Prentice Mfg Co The Kensington
Scovill Manufacturing Company (GRIPPER zippers and GRIPPER snap fasteners) Waterbury

Felt
Auburn Manufacturing Company The (mechanical, cut parts) Middletown
Drycor Felt Company (paper makers and industrial) Staffordville

Felt—All Purpose
American Felt Co (Mill & Cutting Plant) Glenville
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Fenders—Boat
B F Goodrich Sponge Products Division Shelton
Fiber-glass Fabrication
Davis Co The E J West Haven

Fibre Board
Bird & Son Inc New Britain
Case Brothers Inc Manchester
Colonial Board Company Manchester
C H Norton Co The North Westchester
Stevens Paper Mills Inc The Windsor

File Cards
Standard Card Clothing Co The Stafford Springs

Filing Equipment
Wassell Organization Inc Westport

Films
Cine-Video Productions Inc Milford

Filters—Fluid
Cuno Engineering Corp The Meriden

Filters—Liquid
Alsop Engineering Corporation Milldale

Finger Nail Clippers
H C Cook Co The 32 Beaver St Ansonia

Firearms
Colt's Patent Fire Arms Mfg Co Inc Hartford
Junior Screw Machine Products Inc West Haven
Marlin Firearms Co The New Haven
O F Mosberg & Sons Inc New Haven
Arms and Ammunition Div Olin Mathieson Chemical Corp New Haven

Fire Alarm Systems
Fire-Lite Alarms Inc New Haven

Fire Hose
Fabrics Fire Hose (municipal and industrial) Sandy Hook

Fireplace Goods
American Windshield & Specialty Co The
881 Boston Post Road Milford
John P Smith Co The (screens) 423-33 Chapel St New Haven

Fireproof Floor Joists
Dextone Company New Haven

Fireworks
M Backes' Sons Inc Wallingford

Fishing Tackle
H C Cook The 32 Beaver St Ansonia

Flashlights
Bridgeport Metal Goods Mfg Co Bridgeport
Electrical Div Olin Mathieson Chemical Corp New Haven

Flat Springs
Bristol Spring Manufacturing Co Plainville
Gemco Manufacturing Co Inc Southington

Flexible Shaft Machines
Pratt & Whitney Co Inc West Hartford

Float Switches
Gorn Electric Co Inc (for aircraft and commercial use) Stamford

Floor & Ceiling Plates
Beaton & Cadwell Mfg Co The New Britain

Fluorescent Lighting Equipment
Fullerton Manufacturing Corp Norwalk
Vanderman Manufacturing Co The Willimantic
Wiremold Company The Hartford

Foam Rubber
Armstrong Rubber Company The West Haven
B F Goodrich Sponge Products Division Shelton

Forgings
Atwater Manufacturing Company Plantsville
Billings & Spencer Company Hartford
Capewell Manufacturing Company Hartford
Clark Brothers Bolt Co Milldale
Consolidated Industries Inc West Cheshire
Heppenstall Co (all kinds and shapes) Bridgeport
Scovill Manufacturing Company (Non-ferrous) Waterbury 91

Foundries
Connecticut Malleable Castings Co (malleable iron castings) New Haven
Derby Castings Company, The Seymour
Ductile Iron Foundry Inc Stratford
Farrel-Birmingham Company Inc (Iron and Steel) Ansonia

Hartford Electric Steel Corp The Hartford
Malleable Iron Fittings Co (Malleable Iron and Steel Castings) Branford
Plainville Casting Company (gray, alloy and high tensile irons) Plainville
Producto Machine Company The Bridgeport
Smith & Winchester Mfg Co The South Windham

Turner & Seymour Mfg Co The (gray, iron, semi steel and alloy) Torrington
Union Mfg Co (gray iron & semi steel) New Britain
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown

Fountain Pens and Mechanical Pencils
Waterman Pen Company Inc Seymour

Foundry Riddles
John P Smith Co The 423-33 Chamel St New Haven

Four Slide Forms
Peck Spring Co Plainville

Frames—Hack Saw
Thompson & Son Co The Henry G New Haven

Fuel Oil Pump and Heater Sets
Peabody Engineering Corporation Stamford

Furnaces
Norwalk Airconditioning Corp South Norwalk

Gage Blocks
Pratt & Whitney Co Inc (Alloy steel and Carbide, Hoke and USA) West Hartford

Galvanizing
Malleable Iron Fittings Co Branford
Wilcox Crittenden & Co Inc Middletown

Gaskets
Auburn Manufacturing Company The (from all materials) Middletown
Raybestos Division of Raybestos-Manhattan Inc Bridgeport

Gaskets—Insulation
American Felt Co Glenville

Gas Range Conversion Burner
Holyoke Heater Corp of Conn Inc Hartford

Gas Scrubbers, Coolers and Absorbers
Peabody Engineering Corporation Stamford

Gauges
Bristol Co The (pressure and vacuum-recording automatic control) Waterbury
Helicoid Gage Division American Chain & Cable Co The (pressure and vacuum) Bridgeport

Manning Maxwell & Moore Inc Stratford
Pratt & Whitney Co Inc (Precision Measurement all types) West Hartford

Gears
Mitrametric Co The (blanked fine pitch) Torrington

Gears and Gear Cutting
Farrel-Birmingham Company Inc Ansonia
Fenn Mfg Co The Newington
Hartford Special Machinery Co The Hartford
United Gear & Machine Co Suffield

Generators
Hamco Inc (electric, portable, gasoline driven) New Haven

Glass Blowing
Macalaster Bicknell Company New Haven

Glass Cutters
Fletcher-Terry Co The Forestville

Greeting Cards
A D Steinbach & Sons Inc New Haven

Grinding
Farrel-Birmingham Company Inc (Roll and Cylindrical) Ansonia
Hartford Special Machinery Co The (gears, threads, cams and splines) Hartford
Horberg Grinding Industries Inc (Precision custom grinding; centerless, cylindrical, surfaces, internal and special) 19 Staples St Bridgeport

Grinding Heads—Internal
Pratt & Whitney Co Inc (Pneumatic, High Speed) West Hartford

Grinding Machines
Farrel-Birmingham Company Inc (Roll) Ansonia
Pratt & Whitney Co Inc (Surface, Die, Gear and Cutter Grinders) West Hartford
Rowbottom Machine Company Inc (cam) Waterbury

Grommets
American Brass Company The Waterbury
Plume & Atwood Mfg Co The Waterbury

Guards for Machinery
Wheeler Co The G E New Haven

Hack and Band Saw Blades
Capewell Manufacturing Co The Hartford

Hair Hygiene Preparations
Parker Herbox Corporation Stamford

Hammers—Carpenters and Machinists
Capewell Manufacturing Company Hartford

Hand Tools
Billings and Spencer Company (wrenches sockets and shop tools) Hartford
Bridgeport Hdwe Mfg. Corp The (nail pullers, scout axes, box opening tools, towels, coping saws, putty knives) Bridgeport

Hardness Testers
Wilson Mechanical Instrument Div American Chain & Cable Company Inc Bridgeport

Hardware
Bassick Company The (Automotive) Bridgeport
City Lumber Co of Bridgeport Inc Bridgeport

Gordon Associates Derby
Harlock Products Corp New Haven
Sargent & Company New Haven
Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown
Yale & Towne Mfg Co The Stamford

Hardware—Marine & Bus
Rostand Mfg Co The Milford

Hardware—Trailer Cabinet
Excelsior Hardware Co The Stamford

Hardware, Trunk & Luggage
Corbin Cabinet Lock Div American Hardware Corp New Britain
J H Sessions & Son Bristol
Yale & Towne Mfg Co The Stamford

Hat Machinery
Doran Bros Inc Danbury

Health Surgical & Orthopedic Supports
Berger Brothers Company The (custom made for back, breast and abdomen) New Haven

Heat Elements
Electroflex Heat Inc Hartford
Safeway Heat Elements Inc (woven wire resistance type) Middletown

Heat Exchangers
Whitlock Manufacturing Co The Hartford

Heat Treating
Bennett Metal Treating Co The Elmwood
1045 New Britain Ave Bridgeport
Commercial Metal Treating Co
New Britain-Gridley Machine Division
The New Britain Machine Co New Britain
New Haven Heat Treating Co, Inc. New Haven
Skene Co Inc The William A (metals) Bridgeport

Stanley P Rockwell Co Inc The Hartford
296 Homestead Ave (Advt.)

IT'S MADE IN CONNECTICUT

Heat-Treating Equipment

Barnes Co The Wallace Div Associated Spring Corp
Bristol
Bauer & Company Inc Fairfield
Rolock Inc (Retorts, Muffles, etc.) Fairfield
Stanley P Rockwell Co Inc The (commercial) 296 Homestead Ave Hartford

Heat Treating Fixtures

Rolock Inc (Trays, Baskets, etc.) Fairfield
Wiretex Mfg Co Inc Bridgeport

Heat Treating Salts and Compounds

Mitchell-Bradford Chemical Co Milford

Heaters—Electric

General Electric Company Bridgeport

Heating and Cooling Coils

G & O Manufacturing Co New Haven

Heating Elements

Hartford Element Co Hartford

Heavy Chemicals

Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic acids and aniline oil)

Heavy Machinery

Smith & Winchester Mfg Co The South Windham

Hex-Socket Screws

Allen Manufacturing Company The Hartford
Bristol Company The Waterbury
Holo-Krome Screw Corp The West Hartford

High Frequency Alternators

Electric Specialty Co Stamford

Highway Guard Rail Hardware

Malleable Iron Fittings Co Branford

Hinges

Homer D Bronson Company Beacon Falls

Hobs and Hobbings

ABA Tool & Die Co Manchester
Pratt & Whitney Co Inc (Die and Thread milling) West Hartford

Holsts and Trolleys

Union Mfg Company New Britain

Hose Fittings

Scovill Manufacturing Company Waterbury

Hose—Flexible Metallic

American Brass Co
American Metal Hose Branch Waterbury

Hose Supporter Trimmings

Hawle Mfg Co The (So-Lo Grip Tabs) Bridgeport

Hydraulic Brake Fluids

Eis Manufacturing Co Middletown

Hypodermic Needles

Roehr Products Company Waterbury

Ice Buckets

B F Goodrich Sponge Products Division Shelton

Impregnating

American Metaseal Inc (metal, wood, etc.) Hamden

Industrial Chrome Plating

Mirror Polishing & Buffing Co Waterbury

Industrial Displays

Sansone Co S Frederick (Designers Builders and Counselors) Short Beach

Industrial Finishes

Chemical Coatings Corporation Rocky Hill

Inhalators

Cycle-Flo Company The Milford

Inks

Waterman Pen Company Inc Seymour

Insecticides

American Cyanamid Company Waterbury

Instalment Payment Books

Wassell Organization Inc Westport

Insulated Wire & Cable

General Electric Company (for residential commercial and industrial applications) Bridgeport

Kerite Company The

Seymour

Insulated Wire & Cable Machinery

Davis Electric Company Wallingford

Instruments

Bristol Company The Waterbury
J-B-T Instruments Inc New Haven
Manning Maxwell & Moore Inc Stratford
Pratt & Whitney Co Inc (Precision Measuring) West Hartford

Integrators

Reflectone Corporation The Stamford

Interval Timers

Lux Clock Manufacturing Company Waterbury
Rhodes Inc M H Hartford

Jacquard

Case Brothers Inc Manchester

Japanning

H Sessions & Son Bristol

Jig Borer

Linley Brothers Company Bridgeport
Moore Special Tool Co (Moore) Bridgeport
Pratt & Whitney Co Inc West Hartford

Jigs, Fixtures & Gages

Federal Machine & Tool Co Bristol

Jig Grinder

Moore Special Tool Co (Moore) Bridgeport

Junior Automobiles

Power Car Company Mystic

Keller Machines

Pratt & Whitney Co Inc West Hartford

Key Blanks

Sargent & Company New Haven
Yale & Towne Mfg Co The Stamford

Labels

Naugatuck Chemical Division United States Rubber Co (for rubber articles) Naugatuck

Label Moisteners

Better Packages Inc ("Counterboy"—"Packer") Shelton

Laboratory Equipment

Eastern Industries Inc New Haven

Laboratory Supplies

Macalaster Bicknell Company New Haven

Laces

American Fabrics Company The Bridgeport
Wilcox Lace Corporation Middletown

Laces and Nettings

Wilcox Lace Corporation The Middletown

Lacquers & Synthetic Enamels

Chemical Coatings Corporation Rocky Hill
I-Sis Chemicals Inc Stamford

Ladders

A W Flint Co 196 Chapel St New Haven

Laminated Metal

Bridgeport Brass Company Bridgeport

Lamps

Plume & Atwood Mfg Co The (metal oil) Waterbury

Lampholders—Incandescent and Fluorescent

General Electric Company Bridgeport

Lamp Shades

Verplex Company The Essex

Lanterns—Battery Operated

Electrical Div Olin Mathieson Chemical Corp New Haven

Lathes—Hydra Feed

Bullard Co The (automatic tracer on multiple tool) Bridgeport

Lathes—Man-Au-Trol

Bullard Company The (single spindle-automatic) Bridgeport

Lathes—Multi-Au-Matic

Bullard Company The (vertical multi-spindle-indexing type) Bridgeport

Lathes—Toolroom and Automatic

Pratt & Whitney Co Inc West Hartford

Lathes—Vertical Turret

Bullard Company The (single spindle) Bridgeport

Lead Plating

Christie Plating Co The Groton

Leather

Norwich Leather Co Norwich
Herman Roser & Sons Inc (Genuine Furskin) Glastonbury

Leather Dog Furnishings

Andrew B Hendryx Co The New Haven
The Smith-Worthington Saddlery Co Hartford

Leather Goods Trimmings

G E Prentice Mfg Co The Kensington

Leather, Mechanical

Auburn Manufacturing Company The (packings, cubs, washers, etc) Middletown

Letterheads

Lehman Brothers Inc (designers, engravers, lithographers) New Haven

Levels—Machinist's Precision

Bullard Company The Bridgeport

Lighting Accessories—Flourescent

General Electric Company Bridgeport

Lighting Equipment

Fullerton Manufacturing Corp Norwalk
Miller Co The (Miller, Ivanhoe) Meriden

Lime

New England Lime Company Canaan

Lipstick Cases

Scovill Manufacturing Company Waterbury

Lipstick Containers

Bridgeport Metal Goods Mfg Co Bridgeport
Plume & Atwood Manufacturing Co Waterbury

Lithographers

O'Toole & Sons Inc T Stamford

Lithographing

Kellogg & Bulkeley A Division of Connecticut Printers Inc Hartford
Lehman Brothers Inc New Haven
A D Steinbach & Sons New Haven

Locks—Banks

Yale & Towne Mfg Co The Stamford

Locks—Builders

Sargent & Company New Haven
Yale & Towne Mfg Co The Stamford

Locks—Cabinet

Excelsior Hardware Co The Stamford
Yale & Towne Mfg Co The Stamford

Locks—Special Purpose

Yale & Towne Mfg Co The Stamford

Locks—Suitcase and Trimmings

Excelsior Hardware Co The Stamford

Locks—Trunk

Excelsior Hardware Co The Stamford
Yale & Towne Mfg Co The Stamford

Locks—Zipper

Excelsior Hardware Co The Stamford

Loom—Non-Metallic

Wiremold Company The Hartford

Lubricating System—Mist

Thompson & Son Co The Henry G New Haven

Lumber & Millwork Products

City Lumber Co of Bridgeport Inc Bridgeport

Machetes

Collins Company The Collinsville

Machine Design

Black Rock Mfg Company The Bridgeport

Machine Shop Fabrication

Smith & Winchester Mfg Co The South Windham (Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Machine Tool Designers

R & S Company New Britain
Machine Tools
 Bullard Company The Bridgeport
 Farrel-Birmingham Company Inc Ansonia
 Pratt & Whitney Co Inc West Hartford
 Products Machine Company The Bridgeport

Machine Work
 Banthin Engineering Co Bridgeport
 Black Rock Mfg Company The Bridgeport
 Farrel-Birmingham Company Inc Ansonia
 Fenn Manufacturing Company The (precision parts) Newington
 Hartford Special Machinery Co The (contract work only) Hartford
 Joma Tool Co (small assemblies & parts) Wolcott
 National Sheradizing & Machine Co (job) Hartford
 Parker-Hartford Corporation Hartford
 Swan Tool & Machine Co The Hartford
 Torrington Manufacturing Co The (special rolling mill machinery) Torrington

Machinery
 Fenn Manufacturing Company The (special) Newington
 Hallden Machine Company The (mill) Thomaston
 Torrington Manufacturing Co The (mill) Torrington

Machinery—Automatic
 Banthin Engineering Company (new and rebuilt) Bridgeport

Machinery—Bolt and Nut
 Waterbury Farrel Foundry & Machine Co The Waterbury

Machinery—Cold Heading
 Waterbury Farrel Foundry & Machine Co The Waterbury

Machinery Dealers & Rebuilders
 Botwinik Brothers New Haven
 J. I. Lucas and Son Fairfield
 State Machinery Co Inc New Haven

Machinery—Extruding
 Standard Machinery and Davis-Standard Divisions of Franklin Research Corp Mystic

Machinery—Metal-Working
 Fenn Mfg Co The Newington
 Waterbury Farrel Foundry & Machine Co The Waterbury
 Pratt & Whitney Co Inc West Hartford

Machinery—Nut
 Waterbury Farrel Foundry & Machine Co The (forming and tapping) Waterbury

Machinery—Screw and Rivet
 Waterbury Farrel Foundry & Machine Co The Waterbury

Machinery—Wire Drawing
 Fenn Mfg Co The Newington
 Waterbury Farrel Foundry & Machine Co The Waterbury

Machinery—Wire Straightening
 Mettler Machine Tool Inc New Haven

Machinery—Wire Straightening and Cutting
 Mettler Machine Tool, Inc. New Haven

Machines
 Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling) Bridgeport
 Coulter & McKenzie Machine Co The (special, new development engineering design and construction) Bridgeport
 Patent Button Company The Waterbury

Machines Automatic
 Globe Tapping Machine Co Bridgeport
 A H Nilson Mach Co The (Special) Bridgeport

Machines—Automatic Chucking
 Bullard Company The Bridgeport
 New Britain-Gridley Machine Division The New Britain Machine Co (multiple spindle and double end) New Britain
 Pratt & Whitney Co Inc (Potter & Johnson) West Hartford

Machines—Brushing
 Fuller Brush Co The Hartford

Machines—Conti-U-Matic
 Bullard Company The (vertical multi-spindle—continuous turning) Bridgeport

Machines—Draw Benches
 Fenn Manufacturing Company The Newington

Machines—Forming
 A H Nilson Mach Co The (four-slide wire and ribbon stock) Bridgeport

Machines—Paper Ruling
 John McAdams & Sons Inc Norwalk

Machines—Precision Boring
 New Britain-Gridley Machine Division The New Britain Machine Co New Britain

Machines—Rolling
 Fenn Manufacturing Company The Newington

Machines—Slotting
 Waterbury Farrel Foundry & Machine Co The (screw head) Waterbury

Machines—Spacing Table
 Bullard Company The Bridgeport

Machines—Special
 Fenn Mfg Co The Newington
 Fuller Brush Co The Hartford

Machines—Swaging
 Fenn Manufacturing Company The Newington

Machines—Thread Rolling
 Hartford Special Machinery Co The Hartford
 Peterson Division, Mettler Machine Tool, Inc. New Haven
 Waterbury Farrel Foundry & Machine Co The Waterbury

Machines—Turks Head
 Fenn Manufacturing Company The Newington

Machines—Wire Drawing
 Fenn Manufacturing Company The Newington

Machinery—Horizontal Boring
 Tucker Machine Co North Haven

Manganese Bronze Ingot
 Whipple and Choate Company Bridgeport

Manicure Instruments
 W E Bassett Company The Derby

Marine Equipment
 Wilcox-Crittenden Div North & Judd Mfg Co Middletown

Marine Reserve Gears
 Snow-Nahstedt Gear Corp The New Haven

Marking Devices
 Cooney Engraving Co Branford
 Hogson & Pettis Mfg Co The New Haven
 Parker-Hartford Corporation (steel) Hartford

Marking Tools
 Parker-Hartford Corporation Hartford

Materials Handling
 Hayes-Te Equipment Corp Connecticut Conveyor Division (Conn-Veyor) Unionville
 Parsons Co Inc W A (tote pans) Durham

Mats—Newspaper
 Lockwood Sons Inc Wm H Hartford

Mattresses
 Waterbury Mattress Co Waterbury

Metal Boxes
 Parsons Co Inc W A (tool kits) Durham

Metal Boxes and Displays
 Durham Mfg Co The (Designing & Mfg to customers' specifications) Durham
 Merriam Mfg Co (Bond, Security, Cash, Utility, Personal Files, Drawer Safes, Custombuilt containers and displays) Durham
 Middletown Mfg Co Middletown

Metal Cleaners
 Apothecaries Hall Company Division The Hubbard Hall Chemical Company Waterbury

Eenthone Inc
 MacDermid Incorporated New Haven
 Waterbury

Eenthone Inc
 Mitchell-Bradford Chemical Co New Haven
 Milford

Metal Finishing
 Hartford Industrial Finishing Co Hartford
 National Sheradizing & Machine Co Hartford
 Waterbury Plating Company Waterbury

Metal Formings
 Master Engineering Company West Cheshire
 Stanley Pressed Metal New Britain

Metal Mouldings
 Leed Co The H A Hamden

Metal Novelties
 H C Cook Co The 32 Beaver St Ansonia

Metal Products—Stampings
 American Brass Company The Waterbury
 Plume & Atwood Manufacturing Co Thomaston
 Prentice Mfg Co The G E Kensington
 J H Sessions & Son Bristol
 Scovill Manufacturing Company (Made-to-Order) Waterbury 91
 Stanley Pressed Metal New Britain

Metal Specialties
 Excelsior Hardware Co The Stamford

Metal Spinning
 Moseley Metal Crafts Inc West Hartford

Metal Stampings
 American Brass Company The Waterbury
 Better Formed Metals Inc Waterbury
 DooVal Tool & Mfg Inc The Naugatuck
 Excelsior Hardware Co The Stamford
 Greist Mfg Co The 503 Blake St New Haven
 H C Cook Co The 32 Beaver St Ansonia
 Humason Mfg Co The Forestville
 Joma Tool Co Wolcott
 Mohawk Mfg Co (threaded) Middletown
 J A Otterlein Company The (metal fabrications) Middletown
 J H Sessions & Son Bristol
 Patent Button Co The Waterbury
 G E Prentice Mfg Co The Kensington
 Plume & Atwood Mfg Co The Thomaston
 Saling Manufacturing Company Unionville
 Stanley Pressed Metal New Britain
 Swan Tool & Machine Co The Hartford
 Terryville Manufacturing Co Terryville
 Vervex Company The (Contract) Essex
 Waterbury Lock & Specialty Co The Milford

Meters—Gas
 Sprague Meter Company Bridgeport

Meters—Parking
 Rhodes Inc M H Hartford

Microfilming
 American Microfilming Service Co. New Haven
 Cine-Video Productions Inc Milford

Milk Bottle Carriers
 John P Smith Co The 423-33 Chapel St New Haven

Mill Machinery
 Torrington Manufacturing Company The Torrington

Milling Machines
 Pratt & Whitney Co Inc (Keller Tracer—Controlled Milling Machines) West Hartford
 Rowbottom Machine Company Inc (cam) Waterbury

Mill Products
 Scovill Manufacturing Company (aluminum, brass, bronze, nickel silver—sheet, tube) Waterbury

Mill Supplies
 Wilcox-Crittenden Div North & Judd Mfg Co Middletown

Millwork
 Hartford Builders Finish Co Hartford

Miniature Precision Connectors
 Gorn Electric Co Stamford

Minute Minders
 Lux Clock Mfg Co The Waterbury

Mirror Rosettes and Hangers
 Waterbury Companies Inc Waterbury

Mixers—Liquid
 Alsop Engineering Corporation Milldale

Mixing Equipment
 Eastern Industries Inc New Haven
 Gabb Special Products Inc Windsor Locks

Model Work
 B & N Tool & Engineering Co (instruments and timing devices) Oakville

Mops
 Fuller Brush Co The Hartford
 (Advt.)

IT'S MADE IN CONNECTICUT

Motion Picture Equipment		
Victor Animatograph Corp a div of Kalart	16mm sound and silent projectors film splicers and rewinders	Plainville
Motor Control Centers		
Distribution Assemblies Department, General Electric Co		Plainville
Motor-Generator Sets		
Electric Specialty Co		Stamford
Motor Overload Protectors		
Sperry Products Inc		Danbury
Motors—Electric Timing		
Cramer Controls Corporation The		Centerbrook
Motors—Synchronous		
Cramer Controls Corporation The		Centerbrook
Electric Specialty Co		Stamford
Moulded Plastic Products		
Butterfield Inc T F		Naugatuck
Patent Button Co The		Waterbury
Waterbury Companies Inc		Waterbury
Watertown Mfg Co The	117 Echo	Watertown
Mouldings		
Himmel Brothers Co The (architectural, metal and store front)		Hamden
Moulds		
ABA Tool & Die Co		Manchester
Hoggson & Pettis Mfg Co The (steel)		New Haven
114 Brewery St		
Name Plates		
Cooney Engraving Co		Branford
Seton Name Plate Co (metal & plastic name plates and identification tags)		New Haven
Napper Clothing		
Standard Card Clothing Co The (for textile mills)		Stafford Springs
Nettings		
Wilcox Lace Corp The		Middletown
Newspaper Mats		
Lockwood Sons Inc Wm H		Hartford
Nickel Anodes		
Apothecaries Hall Company Division		
The Hubbard Hall Chemical Company		Waterbury
Nickel Silver		
American Brass Company The		Waterbury
Bridgeport Brass Company		Bridgeport
Plume & Atwood Mfg Co The		Thomaston
Seymour Mfg Co The		Seymour
Waterbury Rolling Mills Inc (sheets, strips, rolls)		Waterbury
Western Brass Mills Div Olin Mathieson Chemical Corp (sheet, strip)		New Haven
Nickel Silver Ingot		
Whipple and Choate Company The		Bridgeport
Night Latches		
Sargent & Company		New Haven
Yale & Towne Mfg Co Inc		Stamford
Non-ferrous Metal Castings		
Miller Company The		Meriden
Nuts, Bolts and Washers		
Clark Brothers Bolt Co		Milldale
Office Equipment		
Pitney-Bowes Inc		Stamford
Underwood Corporation Bridgeport & Hartford		
Wassell Organization Inc		Westport
Offset Printing		
Kellogg & Bulkeley A Division of Connecticut Printers Inc		Hartford
Oil Burners		
Miller Company The (domestic)		Meriden
Peabody Engineering Corp (Mechanical and/or Steam Atomizer)		Stamford
Silent Glow Oil Burner Corp The		Hartford
Oil Tanks		
Norwalk Tank Co The (\$50 to 30M gals, underwriters above and under ground)		South Norwalk
Whitlock Manufacturing Co The		Hartford
Oils—Cutting		
Anderson Oil Co Inc F E		Portland
Open Knife Switches and Accessories		
Circuit Protective Devices Dept., General Electric Co.		Plainville
Optical Cores & Ingots		
Plume & Atwood Mfg Co The		Thomaston
Otis Woven Awning Stripes		
The Falls Company		Norwich
Ovens—Electric		
Bauer & Company Inc		Hartford
Packaging—Engineering		
Commerce Packaging Corp		Stamford
National Export Corp. (Military and Commercial—equipped for domestic and export packaging, canning, crating and shipping)		New Haven
Packaging & Packing		
Commerce Packaging Corp		Stamford
Mercer & Stewart Co The		Hartford
Packing		
Auburn Manufacturing Company The (leather, rubber, asbestos, fibre)		Middletown
Raybestos Division of Raybestos-Manhattan Inc (Asbestos and Rubber Sheet)		Bridgeport
Padlocks		
Sargent & Company		New Haven
Waterbury Lock & Specialty Co The		Milford
Yale & Towne Mfg Co Inc		Stamford
Pads—Office		
The Baker Goodyear Company		Branford
Paints		
Tredennick Paint Manufacturing Co The		Meriden
Paints and Enamels		
Staminate Corp The		New Haven
Panelboards—Lighting and Distribution		
Distribution Assemblies Department, General Electric Co		Plainville
Panelyte		
Leed Co The H A		Hamden
Pants		
Moore Special Tool Co (crush wheel dresser)		Bridgeport
Paperboard		
Continental Can Co., Boxboard and Folding Carton Division		Montville
Federal Paper Board Co Inc		
New Haven Board & Carton Co The		New Haven
Montville, New Haven & Versailles		Montville
Robertson Paper Box Co		Montville
Paper Box—Partitions		
American Rondo Corporation (specialty partitions)		Hamden
Paper Boxes		
Atlantic Carton Corp (folding)		Norwich
National Folding Box Co Div Federal Paper Board Co Inc (folding)		New Haven & Versailles
Mills Inc H J		Bristol
New Haven Board & Carton Co The		New Haven
Robertson Paper Box Co (folding)		Montville
Paper Boxes—Folding and Setup		
Bridgeport Paper Box Company		Bridgeport
M Backers' Sons Inc		Wallingford
Paper Clips		
H C Cook Co The (steel) 32 Beaver St		Ansonia
Paper Mill Machinery		
Farrel-Birmingham Company Inc		Ansonia
Paper Tubes and Cores		
Sonoco Products Co (Climax-Lowell)		Div Mystic
Parallel Tubes		
Sonoco Products Co (Climax-Lowell)		Div Mystic
Parking Meters		
Rhodes Inc M H		Hartford
Parts		
Scovill Manufacturing Company (ammunition, electric instrument, electrical appliance, fountain pen, instrument, lighting fixture, ordnance, etc.—blanked, stamped, formed, drawn, re-drawn, forged, screw machined, headed, pointed, finished)		Waterbury
Pattern-Makers		
Farrel-Birmingham Company Inc		Ansonia
Pattern Shop		
Smith & Winchester Mfg Co The		South Windham
Penlights		
Bridgeport Metal Goods Mfg Co		Bridgeport
Pet Furnishings		
Andrew B Hendrix Co The		New Haven
Phosphor Bronze		
American Brass Company The		Waterbury
Bridgeport Brass Company		Bridgeport
Miller Company The (sheets, strips, rolls)		Meriden
Seymour Mfg Co The		Seymour
Waterbury Rolling Mills Inc (sheets, strips, rolls)		Waterbury
Western Brass Mills Div Olin Mathieson Chemical Corp (sheets, strip)		New Haven
Phosphor Bronze Ingots		
Whipple and Choate Company The		Bridgeport
Photo Engraving		
Dowd Wyllie & Olson Inc		Hartford
Wilcox Photo Engraving Co Inc		New Haven
Photoflash Batteries		
Electrical Div Olin Mathieson Chemical Corp		New Haven
Photographic Equipment		
Electrical Div Olin Mathieson Chemical Corp		New Haven
Kalart Company Inc		Plainville
Piano Repairs		
Pratt Read & Co Inc (keys and action)		Ivoryton
Piano Supplies		
Pratt Read & Co (keys and actions, backs, plates)		Ivoryton
Pins		
CEM Company ("Spirol")		Danielson
Pin Up Lamps		
Verplex Company The		Essex
Pipe		
American Brass Co The (brass and copper)		Waterbury
Bridgeport Brass Co (brass and copper)		Bridgeport
Chase Brass & Copper Co (red brass and copper)		Waterbury
Howard Co (cement well and chimney)		New Haven
Pipe Fittings		
Corley Co Inc		Plainville
Malleable Iron Fittings Co		Branford
Pipe Plugs		
Holo-Krome Screw Corporation The (counter-sunk)		West Hartford
Pipe Plugs—Socketed		
Holo-Krome Screw Corp The		West Hartford
Pistols & Revolvers		
Colt's Patent Fire Arms Mfg Co Inc		Hartford
Plastic Coatings		
Bischoff Chemical Corporation (Peelable Plastic Coatings)		Ivoryton
Plastic Bottles		
Plax Corporation		Bloomfield
Plastic Buttons		
Frank Parizek Manufacturing Co The		West Willington
Patent Button Co The		Waterbury
Plastic Engraving		
Salisbury Products Inc		Lakeville
Plastic Extruders		
Jessall Plastics, Inc.		Kensington
Plastic Extruders		
Jessall Plastics Inc		Kensington
Plastic Fabrication		
Humphrey Fabricating Corporation		Unionville
Salisbury Products Inc		Lakeville
Plastic Film & Sheet Materials		
Gilman Brothers Co The		Gilman
Plax Corporation		Bloomfield
Plastic Lining Equipment		
Comco Inc Div of Enthone Inc		New Haven
Plastic Machinery		
Black Rock Mfg Company The		Bridgeport
Plastic Molders		
Plastic Molding Corporation		Sandy Hook
Plastic Molding		
Butterfield Inc T F		Naugatuck
U S Plastic Molding Corporation		Wallingford
Plastic—Moulders		
Conn Plastics		Waterbury
Waterbury Companies Inc		Waterbury
Watertown Mfg Co The		Watertown
Plastic Pipe and Fittings		
Comco Inc Div of Enthone Inc		New Haven
Plastic Printing Plates		
Lockwood Sons Inc Wm H		Hartford
Plastic Wire Coating Materials		
Electronic Rubber Co		Stamford
Plastics		
B F Goodrich Sponge Products Division		Shelton
Naugatuck Chemical Division		United States
Rubber Co		Naugatuck
		(Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Plastics Machinery
Farrel-Birmingham Company Inc Ansonia

Plastics—Moulds & Dies
Crown Tool & Die Co Inc Bridgeport

Plasticrete Bloc
Plasticrete Corp Hamden

Platers
Acme Chromium Plating Co New Haven
Christie Plating Co Groton
Patent Button Co The Waterbury
Water Plating Company Waterbury
Chromium Process Company The (Chromium
Plating only) Shelton

Platers' Equipment
Apothecaries Hall Company Waterbury
Comco Inc Div of Enthone Inc New Haven
Lea Manufacturing Co The Waterbury
MacDermid Incorporated Waterbury

Platers Metal
Plume & Atwood Mfg Co The Thomaston

Plating
Christie Plating Co The (including lead plating) Groton
Giering Metal Finishing Inc Hamden
Superior Plating Co Bridgeport
Tec-Plate Inc Windsor Locks

Plating Processes and Supplies
Enthone Inc New Haven
State Testing Laboratory Inc (plating
analyses) Bridgeport

Plumbers' Brass Goods
Bridgeport Brass Co Bridgeport
Keehey Mfg Co The (special bends) Bridgeport
McGuire Mfg Co Waterbury
Scovill Manufacturing Company Waterbury 48

Plumbing Specialties
Risdon Manufacturing Co John M Russell Div
Naugatuck

Pole Line Hardware
Malleable Iron Fittings Co Branford

Police Equipment
The Smith-Worthington Saddlery Co Hartford

Polishing
Mirror Polishing & Buffing Co Waterbury

Poly Chokes
Poly Choke Company The (a shotgun choking
device) East Hartford

Postage Meters
Pitney Bowes Inc Stamford

Potentiometers—Electronic
Bristol Company The Waterbury

Precision Machine Tool Spindles
Whitton Manufacturing Co (for milling, grind-
ing, boring & drilling) Farmington

Precision Manufacturing
Newton Co The (aircraft parts) Manchester

Precision Revolving Machinery
Whitton Manufacturing Co Farmington

Precision Sheet Metal Fabrication
Milford Fabricating Co Milford

Precision Springs & Wire Forms
Rowley Spring Co Inc The Bristol

Premium Specialties
Waterbury Companies Inc Waterbury

Preservatives—Wood, Rope, Fabric
Darworth Incorporated ("Cuprinol")
("Cellu-san") Simsbury

Pressboard
Case & Risley Press Paper Co
(genuine) Oneco

Press Papers
Case Brothers Inc Manchester

Presses
Farrel-Birmingham Company Inc (Hydraulic)

Presses—Power
Pneumatic Applications Co The (modernization
of presses through conversion to Wichita Air
Clutch operation) Simsbury
Waterbury Farrel Foundry & Machine Co The
Waterbury

Pressure Vessels
Norwalk Tank Co Inc The (unfired to ASME
Code Par U 69-70) South Norwalk
Whitlock Manufacturing Co The Hartford

Printing
Allied Printing Services Inc Manchester
Bussmann Press Inc New Haven
Case Lockwood & Brainard A Division of
Connecticut Printers Inc Hartford
Finlay Brothers Hartford
Heninway Corporation The Waterbury
Hildreth Press Bristol
Hunter Press Hartford
Lehman Brothers Inc New Haven
Taylor & Greenough Co The Wethersfield
T B Simonds Inc Hartford
A D Steinbach & Sons New Haven
The Walker-Rackliff Company New Haven

Printing Machinery
Banthin Engineering Co (automatic) Bridgeport
Thomas W Hall Company Stamford

Printing Plates
Lockwood Sons Inc Wm H Hartford

Printing Rollers
Chambers-Storck Company Inc The (engraved)
Norwich

Printing—Silk Screen
Ad-Craft Displays, Inc. Bloomfield

Production Control Equipment
Ripley Company Inc Middletown
Wassell Organization Inc Westport

Profilers
Pratt & Whitney Co Inc West Hartford

Propellers—Aircraft
Hamilton Standard Div United Aircraft Corp
(propellers and other aircraft equipment)
Windsor Locks

Protective Coatings
Bischoff Chemical Corporation (Peelable Plastic
Coatings) Ivoryton
Harrison Company The A S (Waxes) South Norwalk

Publishers
O'Toole & Sons Inc The Stamford

Pumps
Sumo Pumps Inc (Deep-well electro-submer-
sible) Stamford
Yale & Towne Mfg Co The Stamford

Pumps—Small Industrial
Eastern Industries Inc New Haven

Punches
Hoggson & Pettis Mfg Co The (ticket & cloth)
141 Brewery St New Haven

Putty Softeners—Electrical
Fletcher Terry Co The Box 415 Forestville

Pyrometers
Bristol Co The (recording and controlling)
Waterbury

Radiation—Finned Copper
Bush Manufacturing Co West Hartford
G & O Manufacturing Company The New Haven
Vulcan Radiator Co The (steel and copper)
Hartford

Radiators—Engine Cooling
G & O Manufacturing Co New Haven

Ratchet Offset Screw Driver
Chapman Co J W Durham

Rayon Staple Fiber
Hartford Rayon Corp The Rocky Hill

Reamers
Atrax Company The (solid carbide) Newington
Pratt & Whitney Co Inc (All types)
West Hartford

Record Equipment
Wassell Organization Inc (filing equipment)
Westport

Recorders
Bristol Co The (automatic controllers, tempera-
ture, pressure, flow, humidity) Waterbury
Reduction Gears
Farrel-Birmingham Company Inc Ansonia
Snow-Nabstedt Gear Corp The New Haven

Refractories
Howard Company New Haven
Mullite Works Refractories Div H K Porter
Co Inc Shelton

Refrigeration
Dunham-Bush Inc West Hartford

Regulators
Norwalk Valve Company (for gas and air)
South Norwalk

Research & Development
Raymond Engineering Laboratories
(Electro-Mechanical) Middletown
State Testing Laboratory Inc (chemical/phys-
ical testing) Bridgeport

Resistance Wire
C O Jelliff Mfg Co The (nickel chromium, cop-
per nickel, iron chromium, aluminum)
Southport
Kanthal Corporation The Stamford

Respirators
American Optical Company Safety Products
Division Putnam

Resuscitators
Cycle-Flo Company The Milford

Retainers
Hartford Steel Ball Co The (bicycle & auto-
motive) Hartford

Rigid Plastic Sheet Material
Gilman Brothers Company The Gilman

Riveting Machines
Grant Mfg & Machine Co The Bridgeport
Linley Brothers Company Bridgeport
Ripley Company Inc Middletown
H P Townsend Manufacturing Co The
Elmwood

Rivets
Clark Brothers Bolt Co Milldale
Plume & Atwood Mfg Co The Thomaston
Raybestos Div of Raybestos-Manhattan Inc The
(brass and aluminum tubular and solid cop-
per) Bridgeport
Raybestos Div of Raybestos-Manhattan Inc The
(iron) Bridgeport

Rods
American Brass Company The (copper, brass,
bronze) Waterbury
Bridgeport Brass Company Bridgeport
Bristol Brass Corp The (brass and bronze) Bristol
Scovill Manufacturing Company (aluminum,
brass, bronze, etc.) Waterbury

Rollers—Bituminous Paving
Gabb Special Products Div E Horton & Son
Company Windsor Locks

Roller Skate Wheels
Raybestos Division of Raybestos-Manhattan Inc
Bridgeport

Roller Skates
Arms and Ammunition Div Olin Mathieson
Chemical Corp New Haven

Rolling Mills & Equipment
Farrel-Birmingham Company Inc Ansonia
Fenn Mfg Co The Newington
Precision Methods & Machines Inc Waterbury
Waterbury Farrel Foundry & Machine Co The
Waterbury

Rolls
Farrel-Birmingham Company Inc (Chilled and
Alloy Iron, Steel) Ansonia

Rotary Files
Atrax Company The (carbide) Newington

Router
Atrax Company The (solid carbide) Newington

Rubber—Cellular
B F Goodrich Sponge Products Division Shelton

Rubber Cutting Machinery
Black Rock Mfg Company The Bridgeport

Rubber Chemicals
Naugatuck Chemical Division United States
Rubber Co Naugatuck
Stamford Rubber Supply Co The ("Factice")
Vulcanized Vegetable Oils Stamford

Rubberized Fabrics
Duro-Gloss Rubber Co The New Haven

Rubber Footwear
Goodyear Rubber Co The Middletown

Rubber Gloves
Seamless Rubber Company The New Haven

Rubber—Handmade Specialties
Seamless Rubber Company The New Haven

Rubber Latex Compounds and Dispersions
Naugatuck Chemical Division United States
Rubber Co (coating, impregnating and adhe-
sive compounds) Naugatuck
(Adv.)

IT'S MADE IN CONNECTICUT

Rubber-Latex Foam
B F Goodrich Sponge Products Division Shelton

Rubber Mill Machinery
Farrel-Birmingham Company Inc Ansonia

Rubber-Molded Specialties
Airex Rubber Prod Corp Portland
Bond Rubber Corporation Derby
Canfield Co The H O Bridgeport
Seamless Rubber Company The New Haven

Rubber Products
Airex Rubber Prod Corp Portland

Rubber Printing Plates
ADS Inc Div CSW Plastic Types Inc Hartford
Lockwood Sons Inc Wm H Hartford

Rubber Products-Mechanical
American Felt Co Glenville
Auburn Manufacturing Company The (washers, gaskets, molded parts) Middletown
Canfield Co The H O Bridgeport
Seamless Rubber Company The New Haven

Rubber-Reclaimed
Naugatuck Chemical Division United States Rubber Co Naugatuck

Rubbers
Naugatuck Chemical Div U S Rubber Co (special synthetic) Naugatuck

Rubbish Burners
John P Smith Co The 423-33 Chapel St New Haven

Rust Preventives
Anderson Oil Co Inc F E Portland
Enthone Inc New Haven

Rust Removers
Enthone Inc New Haven

Saddlery
The Smith-Worthington Saddlery Co Hartford

Safety Belts
Russell Mfg Co Middletown

Safety Clothing
American Optical Company Safety Products Division Putnam

Safety Fuses
Ensign-Bickford Co The (mining & detonating) Simsbury

Safety Gloves and Mittens
American Optical Company Safety Products Division Putnam

Safety Goggles
American Optical Company Safety Products Division Putnam

Safety Switches
Circuit Protective Devices Dept., General Electric Co. Plainville

Saw Blades-Hack
Capewell Mfg Co The Hartford
Thompson & Son Co The Henry G New Haven

Saw Blades-Hack & Band
Capewell Manufacturing Company Hartford

Saws, Band, Metal Cutting
Atlantic Saw Mfg Co New Haven
Capewell Manufacturing Co The Hartford
Thompson & Son Co The Henry G New Haven

Saws-Hole
Capewell Manufacturing Co The Hartford
Thompson & Son Co The Henry G New Haven

Scissors
Acme Shear Company The Bridgeport

Screens
Hartford Wire Works Co The (Windows, Doors and Porches) Hartford

Screw Caps
Weimann Bros Mfg Co The (small for bottles) Derby

Screw Machines
H P Townsend Mfg Company The Elmwood

Screw Machine Products
Accurate Screw Products Inc (B & S Swiss & Davenport) Southington
Apex Tool Co Inc The Bridgeport
Auto Electric Screw Machine Co Inc Bridgeport

Screw Machine Products
Consolidated Industries West Cheshire
Eastern Machine Screw Corp The
Truman & Barclay Sts New Haven
Fairchild Screw Products Inc Winsted
Franklin Screw Machine Co The (up to 1 1/4" capacity) Hartford
Garthwait Mfg Co A E (up to and incl 1/2") Waterbury
Greist Mfg Co The (up to 1 1/2" capacity) New Haven

Screw Machine Products
Horberg Grinding Industries Inc (heat treated and ground type only) New Haven
19 Staples Street Bridgeport

Screw Machine Products (Cont.)

Humason Mfg Co The Forestville
Independent Screw Machine Products (up to an incl 1 1/4" capacity) Hartford
Junior Screw Machine Products Inc West Haven

Screw Machine Products
Lowe Mfg Co The Wethersfield
Main Screw Machine Products (davenport & automatics exclusively) Waterbury
National Automatic Products Company The Berlin

Screw Machine Products
Nelson's Screw Machine Products Plantsville
New Britain Machine Company The New Britain

Screw Machine Products
New Haven Screw Machine Prods Inc (up to 1 1/4" capacity) Milford
Newton Screw Machine Products Co Plainville

Screw Machine Products
Olson Brothers Company (up to 3/4" capacity) Plainville
Olson & Sons R P Southington

Screw Machine Products
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company Waterbury 91
United Screw Machine Co Thomaston
Waterbury Machine Tools & Products Co (Brown & Sharpe and Davenport) Waterbury

Screw Machine Tools
American Cam Company Inc (Circular Form Tools) Hartford
Pratt & Whitney Co Inc (Reamers, Taps, Dies, Blades and Knurls) West Hartford
Somma Tool Co (precision circular form tools) Waterbury

Screws
Allen Manufacturing Company The Hartford
American Screw Company Willimantic
Atlantic Screw Works (wood) Hartford
Bristol Company The (socket set and socket cap screws) Waterbury

Screws
Clark Brothers Bolt Co Middletown
Holo-Krome Screw Corporation The (socket set and socket cap) West Hartford
Scovill Manufacturing Company Waterbury 91
Superior Manufacturing Co The Winsted

Screws-Socket
Allen Manufacturing Company The Hartford
Bristol Co The Waterbury
Holo-Krome Screw Corp The West Hartford

Sealing Tape Machines
Better Packages Inc ("Counterboy," "Tape-shooter," "Big Inch") Shelton

Seals
Russell Mfg Co (for oven doors and fire bulkheads) Middletown

Service Entrance Equipment
Circuit Protective Devices Dept., General Electric Co. Plainville

Sewing Machines
Greist Mfg Co The (Sewing Machine attachments) 503 Blake St New Haven
Singer Manufacturing Company The (industrial) Bridgeport

Sharpeners
Gorn Electric Co Inc (electric knife and scissors) Stamford

Shaving Soaps
J B Williams Co The Glastonbury

Shears
Acme Shear Co The (household) Bridgeport

Sheet Metal Products
American Brass Co The (brass and copper) Waterbury
Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays) Durham
Parsons Co Inc W A (fabricators) Durham
Plume & Atwood Mfg Co The Thomaston
United Manufacturing Co Division of the W L Maxson Corp Hamden

Sheet Metal Products
American Brass Company The Waterbury
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Naugatuck
J H Sessions & Son Bristol
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

Sheet Metal Products
American Brass Company The Waterbury
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Naugatuck
J H Sessions & Son Bristol
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

Sheet Metal Products
American Brass Company The Waterbury
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Naugatuck
J H Sessions & Son Bristol
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

Sheet Metal Products
American Brass Company The Waterbury
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Naugatuck
J H Sessions & Son Bristol
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

Sheet Metal Products
American Brass Company The Waterbury
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Naugatuck
J H Sessions & Son Bristol
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

Sheet Metal Products
American Brass Company The Waterbury
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Naugatuck
J H Sessions & Son Bristol
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

Sheet Metal Products
American Brass Company The Waterbury
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Naugatuck
J H Sessions & Son Bristol
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

Sheet Metal Products
American Brass Company The Waterbury
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Naugatuck
J H Sessions & Son Bristol
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

Sheet Metal Products
American Brass Company The Waterbury
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Naugatuck
J H Sessions & Son Bristol
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

Sheet Metal Products
American Brass Company The Waterbury
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Naugatuck
J H Sessions & Son Bristol
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

Sheet Metal Products
American Brass Company The Waterbury
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Naugatuck
J H Sessions & Son Bristol
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

Sheet Metal Products
American Brass Company The Waterbury
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Naugatuck
J H Sessions & Son Bristol
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

Sheet Metal Products
American Brass Company The Waterbury
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Naugatuck
J H Sessions & Son Bristol
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

Sheet Metal Products
American Brass Company The Waterbury
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Naugatuck
J H Sessions & Son Bristol
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

Signals
H C Cook Co The (for card files) Ansonia
32 Beaver St

Signs
Berger Sign Co (neon electric-porcelain enamel stainless steel) Hartford
Ad-Craft Displays, Inc. (all types, quantity only) Bloomfield

Silk Screen Process Printing
Ad-Craft Displays, Inc. Bloomfield
Norco Co R H New Haven
Sirocco Screen prints New Haven
Stifel & Kufita Inc New Britain

Silk Screening on Metal
Ad-Craft Displays, Inc. Bloomfield
Merriam Mfg Co (Displays and Specialties, to order) Durham

Simulators
Reflectone Corporation The Stamford

Sintered Metal Products
Raybestos Division of Raybestos-Manhattan Inc Bridgeport

Sizing and Finishing Compounds
American Cyanamid Company Waterbury

Silide Fasteners
G E Prentice Mfg Co The Kensington
North & Judd Manufacturing Co New Britain
Scovill Manufacturing Company (GRIPPER zippers) Waterbury

Smoke Socks
Bigelow Company The (steel) New Haven
Norwalk Tank Co The South Norwalk

Snap Fasteners
Scovill Manufacturing Company (GRIPPER snap fasteners) Waterbury

Soap
J B Williams Co The (industrial soaps, toilet soaps, shaving soaps) Glastonbury

Special Machinery
Banthin Engineering Company (complete and/or parts) Bridgeport
Black Rock Mfg Company The Bridgeport
Boesch Mfg Co Inc Danbury
Farrel-Birmingham Company Inc Ansonia
Federal Machine & Tool Co Bristol
Fenn Mfg Co The Newington
Hartford Special Machinery Co The Hartford
H P Townsend Mfg Company The Elmwood
National Sheradizing & Machine Co (mandrels & stock shells for rubber industry) Hartford
Swan Tool & Machine Co The Hartford
Tucker Machine Co North Haven

Special Parts
Fenn Mfg Co The Newington
Greist Mfg Co The (small machines, especially precision stampings) New Haven
J H Sessions & Son Bristol

Spinnings
Gray Manufacturing Company The Hartford

Spline Milling Machines
Townsend Mfg Co The H P Elmwood

Sponge Rubber
B F Goodrich Sponge Products Division Shelton

Spotwelding
Spotwelders Inc (aluminum, steel, magnesium, titanium & alloys) Stratford

Spray Painting Equipment and Supplies
Lea Manufacturing Co The Waterbury

Spring Coiling Machines
Torrington Manufacturing Co The Torrington

Spring Presses
Townsend Mfg Co The H P Elmwood

Spring Units
Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport

Spring Washers
Barnes Co The Wallace Div Associated Spring Corp Bristol

Springs
Central Spring Co (torsion and Double Torsion) Terryville

Springs-Coll & Flat
Barnes Co The Wallace Div Associated Spring Corp Bristol
Barrett Co William L Bristol
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville
Newcomb Spring Corp The Southington
New England Spring Manufacturing Company Unionville
Peck Spring Co The Plainville

Springs-Flat
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville
Peck Spring Co The Plainville

Springs-Flat
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville
Peck Spring Co The Plainville

Springs-Flat
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville
Peck Spring Co The Plainville

Springs-Flat
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville
Peck Spring Co The Plainville

Springs-Flat
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville
Peck Spring Co The Plainville

Springs-Flat
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville
Peck Spring Co The Plainville

Springs-Flat
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville
Peck Spring Co The Plainville

Springs-Flat
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville
Peck Spring Co The Plainville

Springs-Flat
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville
Peck Spring Co The Plainville

I T ' S M A D E I N C O N N E C T I C U T

Springs—Wire
Banner Spring Corporation Hartford
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bernisun Co., J. W. Plainville
Bristol Spring Manufacturing Co Plainville
Colonial Spring Corporation The Hartford
Connecticut Spring Corporation The (compression, extension, torsion) Hartford
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville
D R Templeman Co (coil and torsion) Plainville
Newcomb Spring Corp The Southington
Peck Spring Co Plainville

Springs, Wire & Flat
Peck Spring Co Plainville

Sprinklers
Scovill Manufacturing Company (GREEN SPOT) Waterbury

Stamped Metal Products
American Brass Company The Waterbury

Stampings
DooVal Tool & Mfg Inc The Naugatuck
Foursome Manufacturing Co Bristol
Joma Tool Co Wolcott
Plume & Atwood Mfg Co The (small) Thomaston
Scovill Manufacturing Company aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys—automotive, electrical, radio, etc.—deep drawn, enameled) Waterbury
Stanley Pressed Metal New Britain

Stampings—Small
Acme Shear Co The Bridgeport
Barnes Co The Wallace Div Associated Spring Corp Bristol
Barrett Co William L. Bristol
Bristol Spring Manufacturing Co Plainville
Greist Manufacturing Co The New Haven
Humason Mfg Co The Forestville
Wire Form Inc Milldale

Stamps
Hoggson & Pettis Mfg Co The (steel) 141 Brewery St New Haven
Parker-Hartford Corporation (steel) Hartford

Stationery Specialties
American Brass Company The Waterbury

Steel Castings
Hartford Electric Steel Corp The (carbon, low alloy and stainless steel castings) Hartford
Malleable Iron Fittings Co Branford
Nutmeg Crucible Steel Co Branford

Steel—Cold Rolled Spring
Barnes Co The Wallace Div Associated Spring Corp Bristol
Detroit Steel Corporation Hamden

Steel—Cold Rolled Stainless
Ulbrich Stainless Steels Wallingford
Wallingford Steel Company Wallingford

Steel—Cold Rolled Strip
Detroit Steel Corporation Hamden
Stanley Works The New Britain

Steel—Cold Rolled Strip and Sheets
Detroit Steel Corporation New Haven
Wallingford Steel Company Wallingford

Steel Goods
Merriam Mfg Co (sheets products to order)

Steel—Ground Flat Stock
Thompson & Son Co The Henry G New Haven

Steel Rolling Rules
Waterbury Lock & Specialty Co The Milford

Steel Stamps
Cooney Engraving Co Branford

Steel Strapping
Stanley Works The New Britain

Stereotypes
New Haven Electrotyping Div Electrographic Corp New Haven

Stop Clocks, Electric
H C Thompson Clock Co The Bristol

Storage Batteries
R A E Storage Battery Mfg Co Glastonbury

Straps, Leather
Auburn Manufacturing Company The (textile, industrial, skate, carriage) Middletown

Strip Steel
Dolan Steel Company Inc Bridgeport

Structural Mouldings
Leed Co The H A Hamden

Studio Couches
Waterbury Mattress Co Waterbury

Super Refractories
Mullite Works Refractories Div H K Porter Co Inc Shelton

Surface Metal Raceway & Fittings
Wiremold Company The Hartford

Surgical Dressings
Acme Cotton Products Co Inc East Killingly
Seamless Rubber Company The New Haven

Surgical Rubber Goods
Seamless Rubber Company The New Haven

Swaging Machinery
Fenn Mfg Co The Newington

Switchboards
Distribution Assemblies Department, General Electric Co Plainville

Switchboards Wire and Cables
Rockbestos Products Corp (asbestos insulated) New Haven

Switches—Electric
General Electric Company Bridgeport

Synthetic Fabrics
American Felt Co Glenville

Tabulating Equipment—Manual
Denominator Company Inc Woodbury
Veeder-Root Incorporated Hartford

Tanks
Bigelow Company The (steel) New Haven
Comco Inc Div of Enthone Inc (steel, alloy and lined) New Haven
Connecticut Welders Inc (steel, alloy & lined) Wallingford
Norwalk Tank Co The South Norwalk
Rolock Inc (Alloy) Fairfield
Storts Welding Company (steel and alloy) Meriden

Tanks—Stainless Steel
Alsop Engineering Corporation Milldale

Tap Extractors
Walton Company The West Hartford

Tape
Russell Mfg Co (Glass Electrical Insulating Tapes, Glass Fabrics for Plastic Moulding) Middletown

Tapes—Industrial Pressure Sensitive
Seamless Rubber Company The New Haven

Tape Machines
Better Packages Inc (Manual and electric models for case taping) Shelton

Taps
Hanson-Whitney Company The Hartford
Pratt & Whitney Co Inc West Hartford

Tarred Lines
Brownell & Co Inc Moodus

Telemetering Instruments
Bristol Co The Waterbury

Television—Radio
Junior Screw Machine Products Inc West Haven

Testers—Insulation
McNeal J D New Haven

Testers—Insulation Wire & Cable
Davis Electric Company Wallingford

Testers—Nondestructive, Ultrasonic
Sperry Products Inc Danbury

Testing
State Testing Laboratory Inc (environmental, X-ray, tensile, bearings) Bridgeport

Textile Printing Gums
Polymer Industries Inc Springdale

Textile Processors
American Dyeing Corporation (rayon, acetate, nylon, dacron, other synthetics) Rockville

Thermometers
Bristol Co The (recording and automatic control) Waterbury
Manning Maxwell & Moore Inc Stratford

Thin Gauge Metals
Plume & Atwood Mfg Co The Thomaston
Thinsheet Metals Co The (plain or tinned in rolls) Waterbury

Thread
American Thread Co The Willimantic
Belding Hemmway Corticelli Putnam
Max Pollack & Co Inc Groton and Willimantic

Thread Chasers
Geometric Tool Division, Greenfield Tap & Die Corp New Haven

Thread Gages
Hanson-Whitney Company The Hartford
Pratt & Whitney Co Inc West Hartford

Thread Milling Machines
Hanson-Whitney Company The Hartford
Pratt & Whitney Co Inc West Hartford

Thread Rolling
Bland Burner Co The Thread Products Div Hartford

Thread Rolling Machinery
Hartford Special Machinery Co The Hartford
Mettler Machine Tool, Inc. New Haven

Threading Machines
Grant Mfg & Machine Co The (double end automatic) Bridgeport

Timers, Interval
A W Haydon Co The Waterbury
H C Thompson Clock Co The Bristol
Cramer Controls Corporation The Centerbrook
Rhodes Inc M H Hartford

Timing Devices
B & N Tool & Engineering Co (development and model work) Oakville
Cramer Controls Corporation The Centerbrook
A W Haydon Co The Waterbury
Lux Clock Manufacturing Company Waterbury
Rhodes Inc M H Hartford
Seth Thomas Clocks Thomaston
United States Time Corporation The Waterbury

Timing Devices & Time Switches
A W Haydon Co The Waterbury
Lux Clock Manufacturing Company Waterbury
M H Rhodes Inc Hartford

Tinning
Thinsheet Metals Co The (non-ferrous metals in rolls) Waterbury
Wilcox-Crittenden Div North & Judd Mfg Co Middletown

Tires
Armstrong Rubber Company The West Haven

Tokens
Scovill Manufacturing Company (bus, street car and subway fare) Waterbury

Tool Bits
Thompson & Son Co The Henry G New Haven

Tool Chests
Vanderman Manufacturing Co The Willimantic

Tool Hardening
Commercial Metal Treating Co Bridgeport

Tools
B & N Tool & Engineering Co (dies, jigs, fixtures, sub-press and progressive) Thomaston
Hoggson & Pettis Mfg Co The (rubber workers) 141 Brewery St New Haven

Tools & Dies
Metropolitan Tool & Die Hartford
Moore Special Tool Co Bridgeport
Swan Tool & Machine Co The Hartford

Tools, Dies & Fixtures
Greist Mfg Co The New Haven

Tools, Dies, Jigs & Fixtures
Joma Tool Co Wolcott
Lyons Tool & Die (modelwork, jig boring) Meriden
Otterbein Co J A Middletown
Telke Tool & Die Mfg Co New Britain

Tools, Fixtures, Gauges
Fredericks Tool Co J F West Hartford

Toroidal Winding Machines
Boesch Mfg Co Inc Danbury

Totalizers
Reflectone Corporation The Stamford

Toys
Geo S Scott Mfg Co The Wallingford
Gilbert Co The A C New Haven
N N Hill Brass Co The East Hampton
Waterbury Companies Inc Waterbury

Trucks—Commercial
Metropolitan Body Company (International Harvester truck chassis and "Metro" bodies) Bridgeport

Truck—Lift
Excelsior Hardware Co The Stamford

Trucks—Skid Platforms
Excelsior Hardware Co The (lift) Stamford

Tube Clips
H C Cook Co The (for collapsible tubes) 32 Beaver St Ansonia
Weimann Bros Mfg Co The (for collapsible tubes) Derby

Tube Fittings
Scovill Manufacturing Company (UNIFLARE flared tube and LOXIT compression tube) Waterbury

Tubers
Standard Machinery and Davis-Standard Divisions of Franklin Research Corp Mystic (Adv.)

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Tubes—Collapsible Metal

Sheffield Tube Corp The New London

Tubing

American Brass Co The (brass and copper) Waterbury
Bridgeport Brass Company (brass and copper) Bridgeport
G & O Manufacturing Co (finned) New Haven
Scovill Manufacturing Company (Brass and Copper) Waterbury 91
Wallingford Steel Co The (stainless and super metals) Wallingford

Tubing—Flexible Metallic

American Brass Co Metal Hose Waterbury Branch

Tubing—Heat Exchanger

American Brass Company The Waterbury
Scovill Manufacturing Company Waterbury 91

Tumbling Equipment & Supplies

Esbec Barrel Finishing Corp Byram

Tumbling Service

Esbec Barrel Finishing Corp Meriden

Turntables

Macton Machinery Company Inc (industrial & display) Stamford

Typewriters

Royal McBee Corp Hartford
Underwood Corporation Hartford

Typewriters—Portable

Royal McBee Corp Hartford
Underwood Corporation Hartford

Typewriter Ribbons and Supplies

Royal McBee Corp Hartford
Underwood Corporation Hartford and Bridgeport

Ultrasonic Processing Equipment

General Ultrasonics Co The Hartford

Underclearer Rolls

Sonoco Products Co (Climax-Lowell Div) Mystic

Vacuum Bottles and Containers

American Thermos Products Co Norwich

Vacuum Cleaners

Electrolux Corporation Old Greenwich
Spencer Turbine Co The Hartford

Valves—Automobile Tire

Bridgeport Brass Company Bridgeport

Valves

Norwalk Valve Company (sensitive check valves) South Norwalk

Valves—Aircraft

Bridgeport Thermostat Div Robertshaw—Fulton Controls Co Milford

Valves—Radiator Air

Bridgeport Brass Company Bridgeport

Valves—Relief & Control

Beaton & Caldwell Mfg Co New Britain

Valves—Safety & Relief

Manning Maxwell & Moore Inc Stratford

Vanity Boxes

Bridgeport Metal Goods Mfg Co Bridgeport
Plume & Atwood Manufacturing Co Thomaston
Scovill Manufacturing Company Waterbury

Varnishes

Staminit Corp The New Haven

Velvets

American Velvet Co (owned and operated by A Wimpfheimer & Bros Inc) Sonnington
Leiss Velvet Mfg Co Inc The Willimantic

Venetian Blinds

Findell Manufacturing Company Manchester
Jennings Company The S Barry New Haven

Ventilating Systems

Colonial Blower Company Plainville

Vertical Shapers

Pratt & Whitney Co Inc West Hartford

Vibrators—Pneumatic

Branford Co The (industrial) New Haven

Vinyl Extrusion & Moulding Compounds

Electronic Rubber Co Stamford

Vises

Fenn Manufacturing Company The (Quick-Action Vises) Newington
Vanderman Manufacturing Co The (Combination Bench Pipe) Willimantic

Wall Paper

Stamford Wall Paper Co Inc Stamford

Washers

American Felt Co (felt) Glenville
Auburn Manufacturing Company The (all materials) Middletown
Clark Brothers Bolt Co Milldale
Humphrey Fabricating Corp Unionville
Plume & Atwood Mfg Co The (brass & copper) Thomaston
J H Rosenbeck Inc Torrington
Saling Manufacturing Company (made to order) Unionville

Washers—Felt

American Felt Co Glenville
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Watches

E Ingraham Co The Bristol
United States Time Corporation The Waterbury

Water Deionizers

Penfield Mfg Co Meriden

Water Heaters

Whitlock Manufacturing Co The (instantaneous & Storage) Hartford

Water Heaters—Electric

Bauer & Company Inc Hartford

Water Heaters—Gas or Kerosene

Holyoke Heater Corp of Conn Inc Hartford

Waxes

Harrison Company The A S (and other protective coatings) South Norwalk

Waxes—Floor

Fuller Brush Co The Hartford

Webbing

Russell Mfg Co (Webbing for Safety Seat Belts—all types of webbing) Middletown

Wedges

Saling Manufacturing Company (hammer & axe) Unionville

Welding

Aircraft Welding & Mfg Co Inc (aluminum, stainless steel, magnesium) Hartford
Connecticut Welders Inc (fabrication & repairs) Wallingford
Farrel-Birmingham Company Inc Ansonia
G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals) New Haven
Industrial Welding Company (Equipment Manufacturers—Steel Fabricators) Hartford

Welding—Lead

Connecticut Welders Inc (tanks & coils) Wallingford
Storts Welding Company (tanks and fabrication) Meriden

Welding Rods

American Brass Company The Waterbury
Bridgeport Brass Company Bridgeport
Bristol Brass Co The (brass & bronze) Bristol

Wells

Church Co The Stephen B Seymour

Wicks

American Felt Co Glenville
Auburn Manufacturing Company The (felt, asbestos) Middletown
Holyoke Heater Corp of Conn Inc Hartford

Wiffle Ball

Wiffle Ball Inc The New Haven

Window & Door Guards

Hartford Wire Works Co The Hartford
Smith Co The John P New Haven

Wiping Cloths

Federal Textile Corporation New Haven

Wire

American Brass Company The Waterbury
Atlantic Wire Co The (steel) Branford
Bartlett Hair Spring Wire Co The North Haven
Bridgeport Brass Company (brass and silicon bronze) Bridgeport
Bristol Brass Corp The (brass & bronze) Bristol
Driscoll Wire Co The (steel) Shelton
Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted
Platt Bros & Co The (zinc wire) Waterbury
P O Box 1030
Plume & Atwood Mfg Co The (brass, bronze, nickel silver) Thomaston
Scovill Manufacturing Company (Brass, Bronze and Nickel Silver) Waterbury 91

Wire and Cable

Continental Wire Corp (for industrial and military applications) Wallingford
General Electric Company (for residential, commercial and industrial applications) Bridgeport
Rockbestos Products Corporation (all asbestos, mining, shipboard and appliance applications) New Haven

Wire Arches & Trellises

Hartford Wire Works Co The Hartford
John P Smith Co The New Haven
423-33 Chapel St

Wire Baskets

Wiretex Mfg Inc (Industrial, for acid, heat, treating and degreasing) Bridgeport

Wire Cloth

Hartford Wire Works Co The Hartford
C O Jeliff Mfg Co The (all metal, all meshes) Southport
Pequot Wire Cloth Co Inc Norwalk
Smith Co The John P Fairfield
New Haven

Wire Dipping Baskets

Hartford Wire Works Co The Hartford
John P Smith Co The New Haven
423-33 Chapel St

Wire Drawing Dies

Waterbury Wire Die Co The Waterbury

Wire Forming Machinery

Torrington Manufacturing Company The Torrington

Wire Formings

G E Prentice Mfg Co The Kensington
Master Engineering Company West Cheshire
North & Judd Manufacturing Co New Britain
Peck Spring Co Plainville
Turner & Seymour Manufacturing Co The Torrington
Verplex Company The Essex

Wire Forms

Banner Spring Corporation Hartford
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bristol Spring Manufacturing Co Plainville
Central Spring Co (short run orders)

Colonial Spring Corporation The Terryville
Connecticut Spring Corporation The Hartford
Foursome Manufacturing Co Bristol
Geneco Manufacturing Co Inc Southington
Humason Mfg Co The Forestville
New England Spring Mfg Co Unionville
Peck Spring Co Plainville
Templeman Co D R Plainville
Terryville Manufacturing Co Terryville
Wire Form Inc Milldale

Wire Goods

American Buckle Co The (overall trimmings) West Haven
Patent Button Co The Waterbury
Scovill Manufacturing Company (To Order) Waterbury 91

Wire Partitions

Hartford Wire Works Co The Hartford
John P Smith Co The New Haven
423-33 Chapel St

Wire Products

Humason Mfg Co The Forestville
Peck Spring Co Plainville
Plume & Atwood Mfg Co The (to order) Thomaston

Wire Reels

Mottler Machine Tool Inc New Haven
A H Nilson Mach Co The Bridgeport

Wire Rings

American Buckle Co The (pan handles and tinners' trimmings) West Haven
Humason Mfg Co The Forestville
Peck Spring Co Plainville
Templeman Co D R Plainville

Wire—Specialties

Andrew B Hendryx Co The New Haven

Wire Straightening and Cutting Machinery

Mettler Machine Tool, Inc. New Haven

Wiring Devices

Harvey Hubbell Inc Bridgeport

Wood Scrapers

Fletcher-Terry Co The Forestville

Woodwork

C H Dresser & Sons Inc (Mfg all kinds of woodwork) Hartford
Hartford Builders Finish Co Hartford

Woven Felts—Wool

Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Yarns

Aldon Spinning Mills Corporation The (fine-woolen and specialty) Talcottville
Ensign-Bickford Co The (jute-carpet) Simsbury
Hartford Spinning Incorporated (Wollen, knitting and weaving yarns) Unionville

Zinc

Platt Bros & Co The (ribbon, strip and wire) Waterbury
P O Box 1030

Zinc Castings

Newton-New Haven Co Inc 688 Third Ave West Haven

Zinc Die Castings

Mt Vernon Die Casting Corporation Stamford (Adv.)

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Phone Jackson 5-3491

Business Tips

(Continued from page 43)

typewriters by their operators, and there are many examples in the realm of clerical activity.

Then, too, you may discover that the coffee break has stretched alarmingly beyond the ten-minute boundary which was originally set for it. Such losses of time, when calculated for a period of a year and multiplied by the number of offenders, are shocking and patently unfair to the company.

Obviously, the above suggestions merely scratch the surface of the possibilities inherent in a self-administered check on your office efficiency. To recapitulate, search your record for all possible time losses such as needless waiting, duplication of effort, injudicious choice of time for certain jobs, and sheer careless waste. Then, in order to reap results from your study, use your newly saved time to achieve greater productivity.

With Our Advertisers

(Continued from page 39)

materials handling problems of industry and government require an unbiased, objective analysis, and understanding if the most satisfactory solution is to be developed. This is especially true when it is recognized that materials handling problems may range from the manual handling of individual objects or bulk materials to those involving the use of completely mechanical systems, either manually or automatically operated. Controls may range from simple electrical systems to automatic electronic data processing equipment designed for the storage and release of information and control directions as desired.

Anderson-Nichols & Company has recognized for a long time the importance of these facts, according to Mr. Anderson, and has maintained an organization capable of solving almost any recognizable materials handling problem regardless of magnitude or complexity.

Mr. Edel joined the company in 1956 as administrative assistant to the senior partner and has served as staff engineer and special consultant for materials handling. Previously he was New England district manager for Link-Belt Company. His experience includes over 22 years in the application, engineering, design, fabrication, and installation of bulk and package materials handling equipment, conveyors and systems.

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